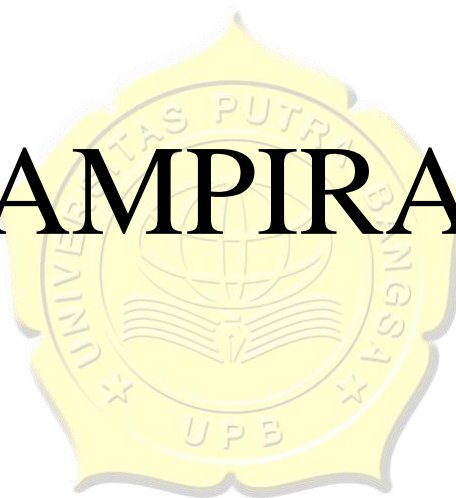


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# LAMPIRAN



## Lampiran 1

### Kuisisioner Penelitian

Identitas responden:

Pilihlah salah satu jawaban yang tersedia dengan memberikan tanda ceklis (✓)!

1. Jenis Kelamin :  Laki - Laki  
 Perempuan
2. Pendapatan :  < Rp. 1.000.000  
 Rp. 1.000.000 – Rp. 2.000.000  
 Rp. 2.000.000 – Rp. 4.000.000  
 >Rp. 4.000.000
3. Usia :  18-25  
 26-35  
 >35

Petunjuk pengisian :

Berilah tanda ceklis (✓) pada kolom jawaban yang dianggap paling sesuai menurut anda pada kolom yang tersedia dengan menyediakan jawaban dengan kode (SS, S, TS, STS). Setiap responden hanya diberi kesempatan menceklis satu jawaban. Adapun makna kodenya adalah :

SS : Sangat setuju dengan skor 4

S : Setuju dengan skor 3

TS : Tidak Setuju dengan skor 2

STS : Sangat Tidak Setuju dengan skor 1

**Lampiran 2**

**KUISIONER**

**PENGARUH PERSEPSI HARGA, *WORD OF MOUTH*, DAN  
KELOMPOK ACUAN TERHADAP KEPUTUSAN  
PEMBELIAN IKAN KOI**  
(Studi Pada PT. Tirta Gumita Sentosa)

**A. Persepsi Harga**

| No. | Pernyataan   | Jawaban |   |    |     |
|-----|--|---------|---|----|-----|
|     |  | SS      | S | TS | STS |
| 1   | Harga ikan koi di PT. Tirta Gumita Sentosa terjangkau.                             |         |   |    |     |
| 2   | Harga ikan koi di PT. Tirta Gumita Sentosa sudah sesuai.                           |         |   |    |     |
| 3   | Harga yang ditawarkan PT. tirta Gumita Sentosa sesuai dengan kualitas ikan yang di |         |   |    |     |
| 4   | Harga ikan koi PT Tirta Gumita Sentosa bersaing dengan toko lain .                 |         |   |    |     |

**B. Word Of Mouth**

| No. | Pernyataan   | Jawaban |   |    |     |
|-----|--|---------|---|----|-----|
|     |  | SS      | S | TS | STS |
| 1   | Saya mendapatkan informasi tentang ikan koi di PT. Tirta Gumita Sentosa dari orang lain yang pernah membeli ikan koi di tempat tersebut    |         |   |    |     |
| 2   | Saya mendapatkan informasi tentang ikan koi PT. Tirta Gumita Sentosa dari orang yang terpercaya.   |         |   |    |     |
| 3   | Saya mendapatkan informasi tentang ikan koi di PT. Tirta Gumita Sentosa dari media sosial.   |         |   |    |     |
| 4   | Saya mendapatkan informasi tentang ikan koi PT. Tirta Gumita Sentosa melalui orang yang memiliki kejujuran dengan keadaan yang sebenarnya. |         |   |    |     |
| 5   | Saya mendapatkan informasi ikan koi PT. Tirta Gumita Sentosa melalui orang yang menimbulkan keinginan saya untuk membelinya.               |         |   |    |     |

### C. Kelompok Acuan

| No. | Pernyataan   | Jawaban |   |    |     |
|-----|--|---------|---|----|-----|
|     |  | SS      | S | TS | STS |
| 1   | Saya membeli tentang ikan koi di PT. Tirta Gumita Sentosa dari pengetahuan orang yang tergabung dalam komunitas pecinta ikan koi di Kebumen. |         |   |    |     |
| 2   | Saya membeli ikan koi PT. Tirta Gumita Sentosa dari informasi terpercaya dari orang yang tergabung di komunitas ikan koi Kebumen.            |         |   |    |     |
| 3   | Saya membeli ikan koi di PT. Tirta Gumita Sentosa dari pengalaman orang yang tergabung di komunitas pecinta ikan koi di Kebumen.             |         |   |    |     |
| 4   | Saya mendapatkan informasi tentang ikan koi PT. Tirta Gumita Sentosa melalui orang yang aktif dalam komunitas ikan koi yang ada di Kebumen   |         |   |    |     |
| 5   | Saya mendapatkan informasi ikan koi PT. Tirta Gumita Sentosa melalui orang yang menimbulkan keinginan saya untuk membelinya.                 |         |   |    |     |

### D. Purchase Decision

| No. | Pernyataan  | Jawaban |   |    |     |
|-----|---|---------|---|----|-----|
|     |   | SS      | S | TS | STS |
| 1   | Saya tertarik untuk mencari informasi tentang ikan koi              |         |   |    |     |
| 2   | Saya tertarik untuk mengoleksi berbagai jenis Ikan Koi.             |         |   |    |     |
| 3   | Saya tertarik untuk membeli jenis Ikan Koi dengan kualitas terbaik. |         |   |    |     |
| 4   | Saya tertarik untuk membeli Ikan Koi pada musim panen.              |         |   |    |     |
| 5   | Saya tertarik untuk pembelian Ikan Koi dalam jumlah besar.          |         |   |    |     |

**Lampiran 3**  
**Data Responden**

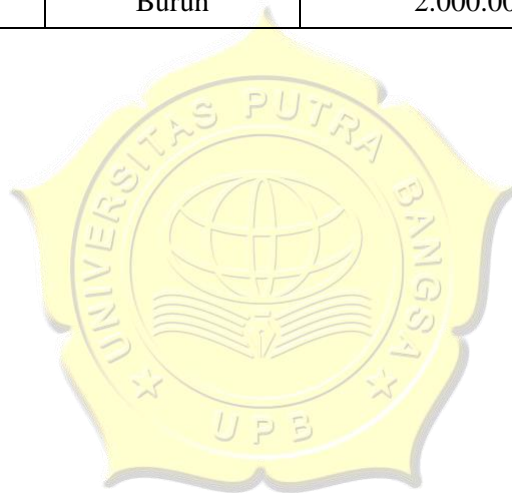
| No. | Jenis Kelamin | Pekerjaan        | Penghasilan         |
|-----|---------------|------------------|---------------------|
| 1   | Laki - Laki   | Wiraswasta       | 1.000.000-2.000.000 |
| 2   | Laki - Laki   | Petani           | 1.000.000-2.000.000 |
| 3   | Laki - Laki   | Wiraswasta       | 1.000.000-2.000.000 |
| 4   | Perempuan     | Bidan            | 2.000.000-4.000.000 |
| 5   | Laki - Laki   | Wirausaha        | 2.000.000-4.000.000 |
| 6   | Laki - Laki   | Wiraswasta       | 1.000.000-2.000.000 |
| 7   | Laki - Laki   | Wiraswasta       | 1.000.000-2.000.000 |
| 8   | Laki - Laki   | Buruh            | 2.000.000-4.000.000 |
| 9   | Laki - Laki   | Wirausaha        | 2.000.000-4.000.000 |
| 10  | Laki - Laki   | Buruh            | 2.000.000-4.000.000 |
| 11  | Laki - Laki   | Karyawan Swasta  | 1.000.000-2.000.000 |
| 12  | Laki - Laki   | PNS              | 2.000.000-4.000.000 |
| 13  | Laki - Laki   | Buruh            | 2.000.000-4.000.000 |
| 14  | Laki - Laki   | PNS              | 2.000.000-4.000.000 |
| 15  | Laki - Laki   | Wirausaha        | 2.000.000-4.000.000 |
| 16  | Laki - Laki   | Buruh            | 2.000.000-4.000.000 |
| 17  | Laki - Laki   | Petani           | 1.000.000-2.000.000 |
| 18  | Laki - Laki   | Wiraswasta       | 1.000.000-2.000.000 |
| 19  | Laki - Laki   | Buruh            | 1.000.000-2.000.000 |
| 20  | Laki - Laki   | Wirausaha        | 2.000.000-4.000.000 |
| 21  | Laki - Laki   | Wirausaha        | <1.000.000          |
| 22  | Laki - Laki   | Buruh            | 2.000.000-4.000.000 |
| 23  | Laki - Laki   | Pelajar/Mahasiwa | <1.000.000          |
| 24  | Laki - Laki   | PNS              | 2.000.000-4.000.000 |
| 25  | Laki - Laki   | Wirausaha        | 1.000.000-2.000.000 |
| 26  | Laki - Laki   | Petani           | 1.000.000-2.000.000 |
| 27  | Laki - Laki   | Wirausaha        | 1.000.000-2.000.000 |
| 28  | Laki - Laki   | Wiraswasta       | 1.000.000-2.000.000 |
| 29  | Laki - Laki   | Wirausaha        | 2.000.000-4.000.000 |
| 30  | Laki - Laki   | Buruh            | 2.000.000-4.000.000 |
| 31  | Laki - Laki   | Buruh            | >4.000.000          |
| 32  | Laki - Laki   | Pelajar/Mahasiwa | <1.000.000          |
| 33  | Laki - Laki   | PNS              | 2.000.000-4.000.000 |

| No. | Jenis Kelamin | Pekerjaan         | Penghasilan         |
|-----|---------------|-------------------|---------------------|
| 34  | Laki - Laki   | PNS               | >4.000.000          |
| 35  | Perempuan     | Wirausaha         | 2.000.000-4.000.000 |
| 36  | Laki - Laki   | Buruh             | >4.000.000          |
| 37  | Laki - Laki   | Wiraswasta        | 1.000.000-2.000.000 |
| 38  | Laki - Laki   | Wiraswasta        | 1.000.000-2.000.000 |
| 39  | Laki - Laki   | Buruh             | 2.000.000-4.000.000 |
| 40  | Laki - Laki   | Petani            | 2.000.000-4.000.000 |
| 41  | Laki - Laki   | TNI               | >4.000.000          |
| 42  | Laki - Laki   | Buruh             | >4.000.000          |
| 43  | Laki - Laki   | PNS               | 2.000.000-4.000.000 |
| 44  | Laki - Laki   | Wirausaha         | 2.000.000-4.000.000 |
| 45  | Laki - Laki   | Wirausaha         | >4.000.000          |
| 46  | Laki - Laki   | Perawat           | 2.000.000-4.000.000 |
| 47  | Laki - Laki   | Buruh             | 2.000.000-4.000.000 |
| 48  | Laki - Laki   | Wiraswasta        | 1.000.000-2.000.000 |
| 49  | Laki - Laki   | PNS               | 2.000.000-4.000.000 |
| 50  | Laki - Laki   | Buruh             | >4.000.000          |
| 51  | Laki - Laki   | Wiraswasta        | <1.000.000          |
| 52  | Laki - Laki   | Wiraswasta        | 1.000.000-2.000.000 |
| 53  | Laki - Laki   | Buruh             | 2.000.000-4.000.000 |
| 54  | Perempuan     | Wiraswasta        | 1.000.000-2.000.000 |
| 55  | Perempuan     | Wirausaha         | >4.000.000          |
| 56  | Laki - Laki   | Buruh             | >4.000.000          |
| 57  | Laki - Laki   | Polri             | >4.000.000          |
| 58  | Laki - Laki   | Wiraswasta        | 1.000.000-2.000.000 |
| 59  | Laki - Laki   | Pelajar/Mahasiswa | <1.000.000          |
| 60  | Perempuan     | Wirausaha         | 1.000.000-2.000.000 |
| 61  | Laki - Laki   | Wirausaha         | 2.000.000-4.000.000 |
| 62  | Laki - Laki   | PNS               | 2.000.000-4.000.000 |
| 63  | Laki - Laki   | Buruh             | 2.000.000-4.000.000 |
| 64  | Laki - Laki   | Buruh             | 2.000.000-4.000.000 |
| 65  | Perempuan     | Karyawan Swasta   | 1.000.000-2.000.000 |
| 66  | Laki - Laki   | Wirausaha         | 2.000.000-4.000.000 |
| 67  | Laki - Laki   | TNI               | >4.000.000          |
| 68  | Laki - Laki   | Buruh             | 2.000.000-4.000.000 |
| 69  | Laki - Laki   | Wirausaha         | 1.000.000-2.000.000 |

| No. | Jenis Kelamin | Pekerjaan         | Penghasilan         |
|-----|---------------|-------------------|---------------------|
| 70  | Laki - Laki   | PNS               | >4.000.000          |
| 71  | Laki - Laki   | Buruh             | 2.000.000-4.000.000 |
| 72  | Laki - Laki   | Wirausaha         | 2.000.000-4.000.000 |
| 73  | Laki - Laki   | PNS               | 2.000.000-4.000.000 |
| 74  | Laki - Laki   | Wiraswasta        | 2.000.000-4.000.000 |
| 75  | Laki - Laki   | Buruh             | 2.000.000-4.000.000 |
| 76  | Laki - Laki   | Wiraswasta        | 2.000.000-4.000.000 |
| 77  | Laki - Laki   | Buruh             | 1.000.000-2.000.000 |
| 78  | Laki - Laki   | Pelajar/Mahasiswa | 1.000.000-2.000.000 |
| 79  | Laki - Laki   | PNS               | >4.000.000          |
| 80  | Laki - Laki   | Wiraswasta        | 1.000.000-2.000.000 |
| 81  | Laki - Laki   | Wiraswasta        | 2.000.000-4.000.000 |
| 82  | Laki - Laki   | Wirausaha         | 2.000.000-4.000.000 |
| 83  | Laki - Laki   | Wirausaha         | 2.000.000-4.000.000 |
| 84  | Laki - Laki   | Buruh             | 2.000.000-4.000.000 |
| 85  | Laki - Laki   | Buruh             | 2.000.000-4.000.000 |
| 86  | Laki - Laki   | Petani            | 2.000.000-4.000.000 |
| 87  | Laki - Laki   | Wiraswasta        | 2.000.000-4.000.000 |
| 88  | Laki - Laki   | Wiraswasta        | 2.000.000-4.000.000 |
| 89  | Laki - Laki   | Wiraswasta        | 2.000.000-4.000.000 |
| 90  | Laki - Laki   | PNS               | >4.000.000          |
| 91  | Laki - Laki   | Buruh             | 1.000.000-2.000.000 |
| 92  | Laki - Laki   | Wiraswasta        | 1.000.000-2.000.000 |
| 93  | Laki - Laki   | Buruh             | 2.000.000-4.000.000 |
| 94  | Laki - Laki   | PNS               | >4.000.000          |
| 95  | Laki - Laki   | Polri             | >4000.000           |
| 96  | Laki - Laki   | Petani            | 2.000.000-4.000.000 |
| 97  | Laki - Laki   | Pelajar/Mahasiswa | <1.000.000          |
| 98  | Laki - Laki   | Wirausaha         | 2.000.000-4.000.000 |
| 99  | Laki - Laki   | Buruh             | 2.000.000-4.000.000 |
| 100 | Laki - Laki   | Buruh             | 2.000.000-4.000.000 |
| 101 | Laki - Laki   | Buruh             | 2.000.000-4.000.000 |
| 102 | Laki - Laki   | Petani            | 2.000.000-4.000.000 |
| 103 | Laki - Laki   | Wiraswasta        | 2.000.000-4.000.000 |
| 104 | Laki - Laki   | Wiraswasta        | 2.000.000-4.000.000 |
| 105 | Laki - Laki   | Buruh             | 2.000.000-4.000.000 |



| No. | Jenis Kelamin | Pekerjaan  | Penghasilan         |
|-----|---------------|------------|---------------------|
| 106 | Laki - Laki   | PNS        | >4.000.000          |
| 107 | Laki - Laki   | Petani     | 2.000.000-4.000.000 |
| 108 | Laki - Laki   | Buruh      | 2.000.000-4.000.000 |
| 109 | Laki - Laki   | Wirausaha  | 2.000.000-4.000.000 |
| 110 | Laki - Laki   | PNS        | 2.000.000-4.000.000 |
| 111 | Laki - Laki   | Wiraswasta | 2.000.000-4.000.000 |
| 112 | Laki - Laki   | Wiraswasta | 2.000.000-4.000.000 |
| 113 | Laki - Laki   | Wirausaha  | >4.000.000          |
| 114 | Laki - Laki   | Buruh      | 1.000.000-2.000.000 |
| 115 | Laki - Laki   | Wiraswasta | 1.000.000-2.000.000 |
| 116 | Laki - Laki   | Wiraswasta | 2.000.000-4.000.000 |
| 117 | Laki - Laki   | Wirausaha  | 2.000.000-4.000.000 |
| 118 | Laki - Laki   | Buruh      | 2.000.000-4.000.000 |



| NO | Y .1 | Y.2 | Y.3 | Y.4 | Y.5 | TOTAL Y | AV. Y | X1. 1 | X1. 2 | X1. 3 | X1. 4 | TOTAL X1 | AV.X 1 | X2. 1 | X2. 2 | X2. 3 | X2. 4 | X2. 5 | TOTAL X2 | AV.X 2 | X3. 1 | X3. 2 | X3. 3 | X3. 4 | X3. 5 | TOTAL X3 | AV.X 3 |
|----|------|-----|-----|-----|-----|---------|-------|-------|-------|-------|-------|----------|--------|-------|-------|-------|-------|-------|----------|--------|-------|-------|-------|-------|-------|----------|--------|
| 1  | 4    | 4   | 4   | 4   | 4   | 20      | 4,00  | 3     | 4     | 4     | 3     | 14       | 3,50   | 4     | 4     | 4     | 3     | 4     | 19       | 3,80   | 4     | 3     | 4     | 4     | 4     | 19       | 3,80   |
| 2  | 4    | 4   | 3   | 4   | 4   | 19      | 3,80  | 4     | 4     | 4     | 3     | 15       | 3,75   | 4     | 4     | 3     | 3     | 3     | 17       | 3,40   | 4     | 4     | 3     | 3     | 3     | 17       | 3,40   |
| 3  | 3    | 4   | 4   | 4   | 4   | 19      | 3,80  | 3     | 3     | 3     | 3     | 12       | 3,00   | 4     | 4     | 4     | 4     | 3     | 19       | 3,80   | 3     | 3     | 4     | 3     | 4     | 17       | 3,40   |
| 4  | 4    | 3   | 3   | 3   | 2   | 15      | 3,00  | 3     | 4     | 4     | 4     | 15       | 3,75   | 4     | 3     | 3     | 4     | 4     | 18       | 3,60   | 4     | 4     | 4     | 4     | 3     | 19       | 3,80   |
| 5  | 4    | 4   | 4   | 4   | 4   | 20      | 4,00  | 3     | 4     | 4     | 4     | 15       | 3,75   | 4     | 4     | 4     | 4     | 4     | 20       | 4,00   | 3     | 4     | 4     | 4     | 4     | 19       | 3,80   |
| 6  | 3    | 4   | 4   | 4   | 4   | 19      | 3,80  | 3     | 3     | 3     | 3     | 12       | 3,00   | 3     | 4     | 4     | 4     | 4     | 19       | 3,80   | 2     | 3     | 4     | 4     | 4     | 17       | 3,40   |
| 7  | 3    | 4   | 4   | 4   | 4   | 19      | 3,80  | 3     | 3     | 3     | 2     | 11       | 2,75   | 3     | 4     | 4     | 3     | 4     | 18       | 3,60   | 4     | 4     | 4     | 4     | 4     | 20       | 4,00   |
| 8  | 3    | 4   | 4   | 3   | 3   | 17      | 3,40  | 3     | 3     | 3     | 3     | 12       | 3,00   | 4     | 4     | 4     | 4     | 4     | 20       | 4,00   | 3     | 3     | 3     | 3     | 4     | 16       | 3,20   |
| 9  | 3    | 3   | 2   | 3   | 3   | 14      | 2,80  | 3     | 3     | 3     | 3     | 12       | 3,00   | 3     | 3     | 2     | 4     | 4     | 16       | 3,20   | 4     | 4     | 2     | 3     | 2     | 15       | 3,00   |
| 10 | 4    | 4   | 4   | 3   | 3   | 18      | 3,60  | 4     | 4     | 4     | 3     | 15       | 3,75   | 4     | 4     | 4     | 4     | 4     | 20       | 4,00   | 4     | 3     | 3     | 4     | 4     | 18       | 3,60   |
| 11 | 3    | 4   | 4   | 3   | 3   | 17      | 3,40  | 3     | 3     | 3     | 3     | 12       | 3,00   | 3     | 4     | 4     | 4     | 4     | 19       | 3,80   | 4     | 4     | 3     | 4     | 4     | 19       | 3,80   |
| 12 | 4    | 4   | 4   | 4   | 4   | 20      | 4,00  | 4     | 4     | 4     | 4     | 16       | 4,00   | 3     | 4     | 4     | 4     | 4     | 19       | 3,80   | 3     | 3     | 3     | 3     | 4     | 16       | 3,20   |
| 13 | 3    | 3   | 3   | 3   | 3   | 15      | 3,00  | 3     | 3     | 3     | 3     | 12       | 3,00   | 3     | 3     | 3     | 3     | 4     | 16       | 3,20   | 4     | 4     | 3     | 3     | 3     | 17       | 3,40   |
| 14 | 3    | 3   | 3   | 4   | 4   | 17      | 3,40  | 3     | 3     | 3     | 3     | 12       | 3,00   | 3     | 3     | 3     | 2     | 4     | 15       | 3,00   | 3     | 3     | 4     | 3     | 3     | 16       | 3,20   |
| 15 | 3    | 3   | 3   | 3   | 3   | 15      | 3,00  | 3     | 3     | 4     | 4     | 14       | 3,50   | 3     | 3     | 3     | 3     | 4     | 16       | 3,20   | 4     | 4     | 3     | 4     | 3     | 18       | 3,60   |
| 16 | 4    | 3   | 3   | 4   | 4   | 18      | 3,60  | 4     | 4     | 3     | 3     | 14       | 3,50   | 3     | 3     | 3     | 3     | 4     | 16       | 3,20   | 3     | 4     | 3     | 4     | 3     | 17       | 3,40   |
| 17 | 4    | 4   | 4   | 4   | 3   | 19      | 3,80  | 3     | 4     | 4     | 4     | 15       | 3,75   | 4     | 4     | 4     | 3     | 4     | 19       | 3,80   | 2     | 3     | 3     | 4     | 4     | 16       | 3,20   |
| 18 | 3    | 3   | 3   | 4   | 4   | 17      | 3,40  | 3     | 3     | 3     | 3     | 12       | 3,00   | 3     | 3     | 3     | 3     | 4     | 16       | 3,20   | 4     | 4     | 4     | 4     | 3     | 19       | 3,80   |
| 19 | 4    | 4   | 4   | 3   | 3   | 18      | 3,60  | 4     | 4     | 4     | 3     | 15       | 3,75   | 4     | 4     | 4     | 4     | 4     | 20       | 4,00   | 3     | 3     | 4     | 3     | 4     | 17       | 3,40   |
| 20 | 3    | 3   | 3   | 4   | 4   | 17      | 3,40  | 4     | 3     | 4     | 4     | 15       | 3,75   | 3     | 3     | 3     | 3     | 4     | 16       | 3,20   | 4     | 4     | 4     | 4     | 3     | 19       | 3,80   |
| 21 | 2    | 4   | 4   | 4   | 4   | 18      | 3,60  | 4     | 2     | 3     | 4     | 13       | 3,25   | 4     | 4     | 4     | 3     | 4     | 19       | 3,80   | 4     | 3     | 4     | 4     | 4     | 19       | 3,80   |
| 22 | 4    | 4   | 3   | 4   | 4   | 19      | 3,80  | 4     | 4     | 4     | 4     | 16       | 4,00   | 4     | 4     | 3     | 3     | 4     | 18       | 3,60   | 4     | 4     | 3     | 4     | 3     | 18       | 3,60   |
| 23 | 3    | 4   | 4   | 4   | 4   | 19      | 3,80  | 3     | 3     | 3     | 4     | 13       | 3,25   | 4     | 4     | 4     | 4     | 4     | 20       | 4,00   | 3     | 3     | 3     | 4     | 4     | 17       | 3,40   |
| 24 | 4    | 3   | 3   | 3   | 3   | 16      | 3,20  | 3     | 4     | 4     | 4     | 15       | 3,75   | 4     | 3     | 3     | 4     | 4     | 18       | 3,60   | 4     | 4     | 3     | 4     | 3     | 18       | 3,60   |
| 25 | 4    | 4   | 4   | 4   | 4   | 20      | 4,00  | 4     | 4     | 3     | 3     | 14       | 3,50   | 4     | 4     | 4     | 4     | 4     | 20       | 4,00   | 4     | 4     | 4     | 3     | 4     | 19       | 3,80   |
| 26 | 4    | 4   | 4   | 4   | 4   | 20      | 4,00  | 4     | 4     | 4     | 4     | 16       | 4,00   | 3     | 4     | 4     | 4     | 4     | 19       | 3,80   | 4     | 4     | 4     | 3     | 4     | 19       | 3,80   |
| 27 | 3    | 4   | 4   | 3   | 3   | 17      | 3,40  | 3     | 3     | 3     | 3     | 12       | 3,00   | 3     | 4     | 4     | 3     | 4     | 18       | 3,60   | 4     | 4     | 3     | 4     | 4     | 19       | 3,80   |
| 28 | 4    | 4   | 4   | 3   | 3   | 18      | 3,60  | 4     | 4     | 3     | 4     | 15       | 3,75   | 4     | 4     | 4     | 3     | 4     | 19       | 3,80   | 3     | 2     | 2     | 3     | 4     | 14       | 2,80   |

| NO | Y .1 | Y.2 | Y.3 | Y.4 | Y.5 | TOTAL Y | AV. Y | X1. 1 | X1. 2 | X1. 3 | X1. 4 | TOTAL X1 | AV.X 1 | X2. 1 | X2. 2 | X2. 3 | X2. 4 | X2. 5 | TOTAL X2 | AV.X 2 | X3. 1 | X3. 2 | X3. 3 | X3. 4 | X3. 5 | TOTAL X3 | AV.X 3 |
|----|------|-----|-----|-----|-----|---------|-------|-------|-------|-------|-------|----------|--------|-------|-------|-------|-------|-------|----------|--------|-------|-------|-------|-------|-------|----------|--------|
| 29 | 4    | 3   | 3   | 3   | 3   | 16      | 3,20  | 4     | 4     | 4     | 3     | 15       | 3,75   | 3     | 3     | 3     | 3     | 4     | 16       | 3,20   | 4     | 4     | 3     | 4     | 3     | 18       | 3,60   |
| 30 | 4    | 4   | 4   | 3   | 3   | 18      | 3,60  | 4     | 4     | 4     | 3     | 15       | 3,75   | 3     | 4     | 4     | 4     | 4     | 19       | 3,80   | 4     | 4     | 3     | 3     | 4     | 18       | 3,60   |
| 31 | 4    | 4   | 4   | 4   | 4   | 20      | 4,00  | 4     | 4     | 4     | 3     | 15       | 3,75   | 3     | 4     | 4     | 4     | 4     | 19       | 3,80   | 4     | 4     | 3     | 3     | 4     | 18       | 3,60   |
| 32 | 3    | 3   | 3   | 3   | 3   | 15      | 3,00  | 3     | 3     | 3     | 3     | 12       | 3,00   | 3     | 3     | 3     | 3     | 4     | 16       | 3,20   | 3     | 3     | 3     | 3     | 3     | 15       | 3,00   |
| 33 | 3    | 3   | 3   | 4   | 4   | 17      | 3,40  | 3     | 3     | 2     | 3     | 11       | 2,75   | 3     | 3     | 3     | 2     | 4     | 15       | 3,00   | 3     | 3     | 4     | 3     | 3     | 16       | 3,20   |
| 34 | 3    | 3   | 3   | 3   | 3   | 15      | 3,00  | 3     | 3     | 3     | 3     | 12       | 3,00   | 3     | 3     | 3     | 3     | 4     | 16       | 3,20   | 3     | 3     | 3     | 3     | 3     | 15       | 3,00   |
| 35 | 3    | 3   | 3   | 3   | 3   | 15      | 3,00  | 3     | 3     | 3     | 3     | 12       | 3,00   | 3     | 3     | 3     | 3     | 4     | 16       | 3,20   | 3     | 3     | 3     | 3     | 3     | 15       | 3,00   |
| 36 | 4    | 4   | 4   | 3   | 4   | 19      | 3,80  | 4     | 4     | 3     | 4     | 15       | 3,75   | 4     | 4     | 4     | 3     | 4     | 19       | 3,80   | 4     | 4     | 4     | 4     | 4     | 20       | 4,00   |
| 37 | 3    | 3   | 3   | 4   | 3   | 16      | 3,20  | 3     | 3     | 3     | 3     | 12       | 3,00   | 3     | 3     | 3     | 3     | 4     | 16       | 3,20   | 3     | 3     | 3     | 3     | 3     | 15       | 3,00   |
| 38 | 4    | 4   | 4   | 4   | 4   | 20      | 4,00  | 4     | 4     | 4     | 4     | 16       | 4,00   | 4     | 4     | 4     | 4     | 4     | 20       | 4,00   | 4     | 4     | 4     | 4     | 4     | 20       | 4,00   |
| 39 | 3    | 3   | 3   | 3   | 3   | 15      | 3,00  | 3     | 3     | 3     | 3     | 12       | 3,00   | 3     | 3     | 3     | 3     | 4     | 16       | 3,20   | 3     | 3     | 3     | 3     | 3     | 15       | 3,00   |
| 40 | 4    | 4   | 4   | 4   | 4   | 20      | 4,00  | 4     | 4     | 4     | 4     | 16       | 4,00   | 4     | 4     | 4     | 4     | 4     | 20       | 4,00   | 4     | 4     | 3     | 4     | 4     | 19       | 3,80   |
| 41 | 4    | 4   | 4   | 3   | 4   | 19      | 3,80  | 4     | 4     | 4     | 4     | 16       | 4,00   | 4     | 4     | 4     | 4     | 4     | 20       | 4,00   | 4     | 3     | 4     | 4     | 4     | 19       | 3,80   |
| 42 | 3    | 3   | 3   | 2   | 3   | 14      | 2,80  | 3     | 3     | 3     | 3     | 12       | 3,00   | 3     | 3     | 3     | 3     | 4     | 16       | 3,20   | 4     | 4     | 4     | 4     | 3     | 19       | 3,80   |
| 43 | 4    | 4   | 4   | 4   | 4   | 20      | 4,00  | 4     | 4     | 4     | 3     | 15       | 3,75   | 3     | 4     | 4     | 4     | 4     | 19       | 3,80   | 3     | 3     | 4     | 4     | 4     | 18       | 3,60   |
| 44 | 4    | 3   | 4   | 3   | 3   | 17      | 3,40  | 3     | 4     | 4     | 3     | 14       | 3,50   | 3     | 3     | 4     | 4     | 4     | 18       | 3,60   | 4     | 4     | 4     | 4     | 4     | 20       | 4,00   |
| 45 | 4    | 4   | 4   | 4   | 4   | 20      | 4,00  | 4     | 4     | 4     | 4     | 16       | 4,00   | 4     | 4     | 4     | 4     | 4     | 20       | 4,00   | 4     | 4     | 4     | 3     | 4     | 19       | 3,80   |
| 46 | 4    | 4   | 4   | 4   | 3   | 19      | 3,80  | 4     | 4     | 3     | 4     | 15       | 3,75   | 4     | 4     | 4     | 3     | 4     | 19       | 3,80   | 4     | 4     | 3     | 3     | 4     | 18       | 3,60   |
| 47 | 3    | 4   | 3   | 4   | 4   | 18      | 3,60  | 4     | 3     | 3     | 4     | 14       | 3,50   | 4     | 4     | 3     | 3     | 4     | 18       | 3,60   | 4     | 4     | 4     | 4     | 3     | 19       | 3,80   |
| 48 | 3    | 4   | 4   | 3   | 3   | 17      | 3,40  | 3     | 3     | 3     | 3     | 12       | 3,00   | 4     | 4     | 4     | 4     | 4     | 20       | 4,00   | 3     | 3     | 3     | 3     | 4     | 16       | 3,20   |
| 49 | 3    | 3   | 3   | 4   | 3   | 16      | 3,20  | 3     | 3     | 3     | 3     | 12       | 3,00   | 4     | 3     | 3     | 4     | 4     | 18       | 3,60   | 4     | 4     | 4     | 4     | 3     | 19       | 3,80   |
| 50 | 3    | 4   | 4   | 4   | 4   | 19      | 3,80  | 3     | 3     | 4     | 4     | 14       | 3,50   | 4     | 4     | 4     | 4     | 4     | 20       | 4,00   | 3     | 3     | 3     | 4     | 4     | 17       | 3,40   |
| 51 | 4    | 4   | 4   | 4   | 4   | 20      | 4,00  | 4     | 4     | 3     | 3     | 14       | 3,50   | 3     | 4     | 4     | 4     | 4     | 19       | 3,80   | 4     | 4     | 4     | 3     | 4     | 19       | 3,80   |
| 52 | 4    | 4   | 4   | 4   | 3   | 19      | 3,80  | 3     | 4     | 4     | 4     | 15       | 3,75   | 3     | 4     | 4     | 3     | 4     | 18       | 3,60   | 4     | 4     | 4     | 4     | 4     | 20       | 4,00   |
| 53 | 3    | 4   | 4   | 4   | 4   | 19      | 3,80  | 3     | 3     | 3     | 3     | 12       | 3,00   | 4     | 4     | 4     | 4     | 4     | 20       | 4,00   | 3     | 3     | 4     | 3     | 4     | 17       | 3,40   |
| 54 | 4    | 3   | 2   | 3   | 3   | 15      | 3,00  | 4     | 4     | 4     | 3     | 15       | 3,75   | 3     | 3     | 2     | 4     | 4     | 16       | 3,20   | 4     | 4     | 3     | 3     | 2     | 16       | 3,20   |
| 55 | 3    | 4   | 4   | 4   | 4   | 19      | 3,80  | 4     | 3     | 4     | 4     | 15       | 3,75   | 4     | 4     | 4     | 4     | 4     | 20       | 4,00   | 4     | 4     | 4     | 3     | 4     | 19       | 3,80   |
| 56 | 2    | 4   | 4   | 4   | 4   | 18      | 3,60  | 4     | 2     | 3     | 4     | 13       | 3,25   | 3     | 4     | 4     | 4     | 4     | 19       | 3,80   | 3     | 3     | 4     | 3     | 4     | 17       | 3,40   |
| 57 | 4    | 4   | 4   | 4   | 4   | 20      | 4,00  | 4     | 4     | 4     | 4     | 16       | 4,00   | 3     | 4     | 4     | 4     | 4     | 19       | 3,80   | 3     | 3     | 4     | 3     | 4     | 17       | 3,40   |
| 58 | 3    | 3   | 3   | 4   | 4   | 17      | 3,40  | 3     | 3     | 3     | 4     | 13       | 3,25   | 3     | 3     | 3     | 3     | 4     | 16       | 3,20   | 3     | 3     | 4     | 3     | 3     | 16       | 3,20   |

| NO | Y .1 | Y.2 | Y.3 | Y.4 | Y.5 | TOTAL Y | AV. Y | X1. 1 | X1. 2 | X1. 3 | X1. 4 | TOTAL X1 | AV.X 1 | X2. 1 | X2. 2 | X2. 3 | X2. 4 | X2. 5 | TOTAL X2 | AV.X 2 | X3. 1 | X3. 2 | X3. 3 | X3. 4 | X3. 5 | TOTAL X3 | AV.X 3 |
|----|------|-----|-----|-----|-----|---------|-------|-------|-------|-------|-------|----------|--------|-------|-------|-------|-------|-------|----------|--------|-------|-------|-------|-------|-------|----------|--------|
| 59 | 4    | 3   | 3   | 3   | 2   | 15      | 3,00  | 3     | 4     | 4     | 4     | 15       | 3,75   | 3     | 3     | 3     | 2     | 4     | 15       | 3,00   | 3     | 3     | 3     | 3     | 3     | 15       | 3,00   |
| 60 | 4    | 3   | 3   | 4   | 4   | 18      | 3,60  | 4     | 4     | 3     | 3     | 14       | 3,50   | 3     | 3     | 3     | 3     | 4     | 16       | 3,20   | 4     | 4     | 4     | 4     | 3     | 19       | 3,80   |
| 61 | 4    | 3   | 3   | 4   | 4   | 18      | 3,60  | 4     | 4     | 4     | 4     | 16       | 4,00   | 3     | 3     | 3     | 3     | 4     | 16       | 3,20   | 3     | 3     | 4     | 3     | 3     | 16       | 3,20   |
| 62 | 3    | 4   | 4   | 4   | 4   | 19      | 3,80  | 3     | 3     | 3     | 3     | 12       | 3,00   | 4     | 4     | 4     | 3     | 4     | 19       | 3,80   | 4     | 4     | 4     | 4     | 4     | 20       | 4,00   |
| 63 | 4    | 3   | 3   | 3   | 3   | 16      | 3,20  | 3     | 4     | 4     | 4     | 15       | 3,75   | 3     | 3     | 3     | 3     | 4     | 16       | 3,20   | 3     | 3     | 3     | 3     | 3     | 15       | 3,00   |
| 64 | 3    | 4   | 4   | 3   | 3   | 17      | 3,40  | 3     | 3     | 3     | 3     | 12       | 3,00   | 4     | 4     | 4     | 4     | 4     | 20       | 4,00   | 3     | 3     | 3     | 3     | 4     | 16       | 3,20   |
| 65 | 4    | 3   | 3   | 3   | 3   | 16      | 3,20  | 4     | 4     | 4     | 3     | 15       | 3,75   | 3     | 3     | 3     | 3     | 4     | 16       | 3,20   | 3     | 4     | 3     | 3     | 3     | 16       | 3,20   |
| 67 | 3    | 4   | 4   | 3   | 3   | 17      | 3,40  | 4     | 3     | 4     | 4     | 15       | 3,75   | 4     | 4     | 4     | 3     | 4     | 19       | 3,80   | 4     | 3     | 3     | 4     | 4     | 18       | 3,60   |
| 68 | 2    | 4   | 3   | 4   | 4   | 17      | 3,40  | 4     | 2     | 3     | 4     | 13       | 3,25   | 4     | 4     | 3     | 3     | 4     | 18       | 3,60   | 4     | 4     | 4     | 3     | 3     | 18       | 3,60   |
| 69 | 4    | 4   | 4   | 3   | 3   | 18      | 3,60  | 4     | 4     | 4     | 4     | 16       | 4,00   | 4     | 4     | 4     | 4     | 4     | 20       | 4,00   | 3     | 3     | 3     | 3     | 4     | 16       | 3,20   |
| 70 | 3    | 3   | 3   | 4   | 4   | 17      | 3,40  | 3     | 3     | 3     | 4     | 13       | 3,25   | 4     | 3     | 3     | 4     | 4     | 18       | 3,60   | 4     | 4     | 4     | 4     | 3     | 19       | 3,80   |
| 71 | 4    | 4   | 4   | 3   | 3   | 18      | 3,60  | 4     | 4     | 4     | 3     | 15       | 3,75   | 4     | 4     | 4     | 4     | 4     | 20       | 4,00   | 3     | 4     | 3     | 4     | 4     | 18       | 3,60   |
| 72 | 4    | 4   | 4   | 4   | 4   | 20      | 4,00  | 4     | 4     | 3     | 3     | 14       | 3,50   | 3     | 4     | 4     | 4     | 4     | 19       | 3,80   | 2     | 3     | 4     | 4     | 4     | 17       | 3,40   |
| 73 | 4    | 4   | 4   | 4   | 3   | 19      | 3,80  | 4     | 4     | 4     | 4     | 16       | 4,00   | 3     | 4     | 4     | 3     | 4     | 18       | 3,60   | 4     | 4     | 4     | 4     | 4     | 20       | 4,00   |
| 74 | 3    | 4   | 4   | 4   | 4   | 19      | 3,80  | 4     | 3     | 3     | 4     | 14       | 3,50   | 4     | 4     | 4     | 3     | 4     | 19       | 3,80   | 3     | 3     | 4     | 3     | 4     | 17       | 3,40   |
| 75 | 4    | 3   | 3   | 3   | 3   | 16      | 3,20  | 4     | 4     | 4     | 4     | 16       | 4,00   | 3     | 3     | 3     | 3     | 4     | 16       | 3,20   | 4     | 4     | 3     | 3     | 3     | 17       | 3,40   |
| 76 | 4    | 4   | 4   | 4   | 4   | 20      | 4,00  | 3     | 4     | 4     | 4     | 15       | 3,75   | 3     | 4     | 4     | 4     | 4     | 19       | 3,80   | 4     | 3     | 4     | 4     | 4     | 19       | 3,80   |
| 77 | 4    | 4   | 4   | 4   | 4   | 20      | 4,00  | 3     | 4     | 4     | 3     | 14       | 3,50   | 3     | 4     | 4     | 4     | 4     | 19       | 3,80   | 4     | 4     | 4     | 4     | 4     | 20       | 4,00   |
| 78 | 4    | 3   | 3   | 4   | 4   | 18      | 3,60  | 4     | 4     | 4     | 4     | 16       | 4,00   | 3     | 3     | 3     | 3     | 4     | 16       | 3,20   | 3     | 3     | 4     | 3     | 3     | 16       | 3,20   |
| 79 | 3    | 3   | 3   | 4   | 4   | 17      | 3,40  | 3     | 3     | 2     | 4     | 12       | 3,00   | 3     | 3     | 3     | 2     | 4     | 15       | 3,00   | 4     | 3     | 4     | 4     | 3     | 18       | 3,60   |
| 80 | 4    | 3   | 3   | 3   | 3   | 16      | 3,20  | 4     | 4     | 4     | 4     | 16       | 4,00   | 3     | 3     | 3     | 3     | 4     | 16       | 3,20   | 4     | 4     | 3     | 4     | 3     | 18       | 3,60   |
| 81 | 4    | 3   | 3   | 4   | 4   | 18      | 3,60  | 3     | 4     | 4     | 4     | 15       | 3,75   | 3     | 3     | 3     | 3     | 4     | 16       | 3,20   | 4     | 4     | 4     | 4     | 3     | 19       | 3,80   |
| 82 | 4    | 4   | 4   | 4   | 4   | 20      | 4,00  | 3     | 4     | 4     | 4     | 15       | 3,75   | 4     | 4     | 4     | 3     | 4     | 19       | 3,80   | 4     | 4     | 4     | 4     | 4     | 20       | 4,00   |
| 83 | 3    | 3   | 3   | 3   | 3   | 15      | 3,00  | 3     | 3     | 3     | 3     | 12       | 3,00   | 3     | 3     | 3     | 3     | 4     | 16       | 3,20   | 3     | 3     | 3     | 3     | 3     | 15       | 3,00   |
| 84 | 3    | 4   | 4   | 3   | 3   | 17      | 3,40  | 3     | 3     | 3     | 2     | 11       | 2,75   | 4     | 4     | 4     | 4     | 4     | 20       | 4,00   | 3     | 2     | 3     | 3     | 4     | 15       | 3,00   |
| 85 | 3    | 3   | 3   | 3   | 3   | 15      | 3,00  | 3     | 3     | 3     | 3     | 12       | 3,00   | 3     | 3     | 3     | 3     | 4     | 16       | 3,20   | 3     | 3     | 3     | 3     | 3     | 15       | 3,00   |
| 86 | 3    | 3   | 3   | 3   | 3   | 15      | 3,00  | 3     | 3     | 3     | 3     | 12       | 3,00   | 3     | 3     | 3     | 3     | 4     | 16       | 3,20   | 3     | 3     | 3     | 3     | 3     | 15       | 3,00   |
| 87 | 4    | 3   | 4   | 4   | 4   | 19      | 3,80  | 4     | 4     | 4     | 3     | 15       | 3,75   | 3     | 3     | 4     | 4     | 4     | 18       | 3,60   | 4     | 3     | 4     | 4     | 4     | 19       | 3,80   |
| 88 | 3    | 4   | 3   | 3   | 3   | 16      | 3,20  | 3     | 3     | 3     | 3     | 12       | 3,00   | 4     | 4     | 3     | 3     | 4     | 18       | 3,60   | 3     | 3     | 3     | 3     | 3     | 15       | 3,00   |

| NO  | Y.1 | Y.2 | Y.3 | Y.4 | Y.5 | TOTAL Y | AV. Y | X1.1 | X1.2 | X1.3 | X1.4 | TOTAL X1 | AV.X1 | X2.1 | X2.2 | X2.3 | X2.4 | X2.5 | TOTAL X2 | AV.X2 | X3.1 | X3.2 | X3.3 | X3.4 | X3.5 | TOTAL X3 | AV.X3 |
|-----|-----|-----|-----|-----|-----|---------|-------|------|------|------|------|----------|-------|------|------|------|------|------|----------|-------|------|------|------|------|------|----------|-------|
| 89  | 4   | 4   | 4   | 4   | 4   | 20      | 4,00  | 4    | 4    | 4    | 4    | 16       | 4,00  | 3    | 4    | 4    | 4    | 4    | 19       | 3,80  | 4    | 4    | 4    | 4    | 4    | 20       | 4,00  |
| 90  | 3   | 3   | 3   | 3   | 3   | 15      | 3,00  | 3    | 3    | 3    | 3    | 12       | 3,00  | 3    | 3    | 3    | 3    | 4    | 16       | 3,20  | 3    | 3    | 3    | 3    | 3    | 15       | 3,00  |
| 91  | 4   | 4   | 4   | 4   | 4   | 20      | 4,00  | 4    | 4    | 4    | 3    | 15       | 3,75  | 4    | 4    | 4    | 3    | 4    | 19       | 3,80  | 4    | 4    | 4    | 4    | 4    | 20       | 4,00  |
| 92  | 4   | 3   | 4   | 4   | 4   | 19      | 3,80  | 4    | 4    | 3    | 3    | 14       | 3,50  | 4    | 3    | 4    | 4    | 4    | 19       | 3,80  | 4    | 4    | 4    | 4    | 4    | 20       | 4,00  |
| 93  | 4   | 2   | 3   | 3   | 3   | 15      | 3,00  | 4    | 4    | 4    | 4    | 16       | 4,00  | 4    | 2    | 3    | 4    | 4    | 17       | 3,40  | 3    | 3    | 3    | 3    | 3    | 15       | 3,00  |
| 94  | 3   | 4   | 4   | 4   | 4   | 19      | 3,80  | 4    | 3    | 3    | 4    | 14       | 3,50  | 4    | 4    | 4    | 4    | 4    | 20       | 4,00  | 4    | 4    | 4    | 4    | 4    | 20       | 4,00  |
| 95  | 4   | 3   | 3   | 3   | 4   | 17      | 3,40  | 4    | 4    | 4    | 4    | 16       | 4,00  | 3    | 3    | 3    | 4    | 4    | 17       | 3,40  | 4    | 4    | 3    | 3    | 3    | 17       | 3,40  |
| 96  | 4   | 4   | 4   | 4   | 4   | 20      | 4,00  | 3    | 4    | 4    | 4    | 15       | 3,75  | 3    | 4    | 4    | 4    | 4    | 19       | 3,80  | 4    | 4    | 4    | 4    | 4    | 20       | 4,00  |
| 97  | 4   | 4   | 3   | 4   | 4   | 19      | 3,80  | 3    | 4    | 4    | 3    | 14       | 3,50  | 4    | 4    | 3    | 3    | 4    | 18       | 3,60  | 4    | 3    | 4    | 4    | 3    | 18       | 3,60  |
| 98  | 4   | 4   | 4   | 4   | 3   | 19      | 3,80  | 4    | 4    | 4    | 3    | 15       | 3,75  | 4    | 4    | 4    | 4    | 4    | 20       | 4,00  | 3    | 3    | 4    | 4    | 4    | 18       | 3,60  |
| 99  | 3   | 3   | 3   | 4   | 4   | 17      | 3,40  | 3    | 3    | 3    | 3    | 12       | 3,00  | 3    | 3    | 3    | 3    | 4    | 16       | 3,20  | 3    | 3    | 4    | 3    | 3    | 16       | 3,20  |
| 100 | 4   | 4   | 3   | 3   | 3   | 17      | 3,40  | 4    | 4    | 4    | 4    | 16       | 4,00  | 4    | 4    | 3    | 4    | 4    | 19       | 3,80  | 3    | 3    | 3    | 3    | 3    | 15       | 3,00  |
| 101 | 3   | 4   | 4   | 4   | 4   | 19      | 3,80  | 4    | 3    | 3    | 4    | 14       | 3,50  | 4    | 4    | 4    | 3    | 4    | 19       | 3,80  | 3    | 4    | 4    | 3    | 4    | 18       | 3,60  |
| 102 | 4   | 4   | 4   | 3   | 4   | 19      | 3,80  | 3    | 3    | 3    | 3    | 12       | 3,00  | 4    | 4    | 4    | 4    | 4    | 20       | 4,00  | 3    | 3    | 4    | 3    | 4    | 17       | 3,40  |
| 103 | 3   | 3   | 3   | 4   | 3   | 16      | 3,20  | 3    | 3    | 4    | 4    | 14       | 3,50  | 3    | 3    | 2    | 4    | 4    | 16       | 3,20  | 3    | 3    | 3    | 3    | 2    | 14       | 2,80  |
| 104 | 4   | 4   | 4   | 4   | 4   | 20      | 4,00  | 4    | 4    | 3    | 3    | 14       | 3,50  | 4    | 4    | 4    | 4    | 4    | 20       | 4,00  | 4    | 4    | 4    | 4    | 4    | 20       | 4,00  |
| 105 | 3   | 3   | 3   | 3   | 3   | 15      | 3,00  | 3    | 4    | 4    | 4    | 15       | 3,75  | 3    | 4    | 4    | 4    | 4    | 19       | 3,80  | 3    | 3    | 4    | 3    | 4    | 17       | 3,40  |
| 106 | 4   | 4   | 4   | 4   | 4   | 20      | 4,00  | 3    | 3    | 3    | 3    | 12       | 3,00  | 3    | 4    | 4    | 4    | 4    | 19       | 3,80  | 4    | 4    | 4    | 4    | 4    | 20       | 4,00  |
| 107 | 4   | 4   | 4   | 3   | 4   | 19      | 3,80  | 4    | 4    | 4    | 3    | 15       | 3,75  | 3    | 3    | 3    | 3    | 4    | 16       | 3,20  | 3    | 3    | 3    | 3    | 3    | 15       | 3,00  |
| 108 | 3   | 3   | 3   | 2   | 3   | 14      | 2,80  | 4    | 3    | 4    | 4    | 15       | 3,75  | 3    | 3    | 3    | 2    | 4    | 15       | 3,00  | 3    | 3    | 3    | 3    | 3    | 15       | 3,00  |
| 109 | 4   | 4   | 4   | 4   | 4   | 20      | 4,00  | 4    | 2    | 3    | 4    | 13       | 3,25  | 3    | 3    | 3    | 3    | 4    | 16       | 3,20  | 3    | 4    | 3    | 3    | 3    | 16       | 3,20  |
| 110 | 4   | 3   | 4   | 3   | 3   | 17      | 3,40  | 4    | 4    | 4    | 4    | 16       | 4,00  | 3    | 3    | 3    | 3    | 4    | 16       | 3,20  | 4    | 3    | 3    | 4    | 3    | 17       | 3,40  |
| 111 | 4   | 4   | 4   | 4   | 4   | 20      | 4,00  | 3    | 3    | 3    | 4    | 13       | 3,25  | 4    | 4    | 4    | 3    | 4    | 19       | 3,80  | 4    | 4    | 4    | 3    | 4    | 19       | 3,80  |
| 112 | 4   | 4   | 4   | 4   | 3   | 19      | 3,80  | 3    | 4    | 4    | 4    | 15       | 3,75  | 3    | 3    | 3    | 3    | 4    | 16       | 3,20  | 3    | 3    | 3    | 3    | 3    | 15       | 3,00  |
| 113 | 3   | 4   | 3   | 4   | 4   | 18      | 3,60  | 4    | 4    | 3    | 3    | 14       | 3,50  | 4    | 4    | 4    | 4    | 4    | 20       | 4,00  | 4    | 4    | 4    | 4    | 4    | 20       | 4,00  |
| 114 | 3   | 4   | 4   | 3   | 3   | 17      | 3,40  | 4    | 4    | 4    | 4    | 16       | 4,00  | 3    | 3    | 3    | 3    | 4    | 16       | 3,20  | 3    | 4    | 3    | 4    | 3    | 17       | 3,40  |
| 115 | 3   | 3   | 3   | 4   | 3   | 16      | 3,20  | 3    | 3    | 3    | 3    | 12       | 3,00  | 4    | 4    | 4    | 3    | 4    | 19       | 3,80  | 2    | 3    | 4    | 4    | 4    | 17       | 3,40  |
| 116 | 3   | 4   | 4   | 4   | 4   | 19      | 3,80  | 4    | 4    | 3    | 4    | 15       | 3,75  | 4    | 4    | 3    | 3    | 4    | 18       | 3,60  | 4    | 4    | 4    | 4    | 3    | 19       | 3,80  |
| 117 | 4   | 4   | 4   | 4   | 4   | 20      | 4,00  | 4    | 4    | 4    | 3    | 15       | 3,75  | 4    | 4    | 4    | 4    | 4    | 20       | 4,00  | 3    | 3    | 4    | 3    | 4    | 17       | 3,40  |

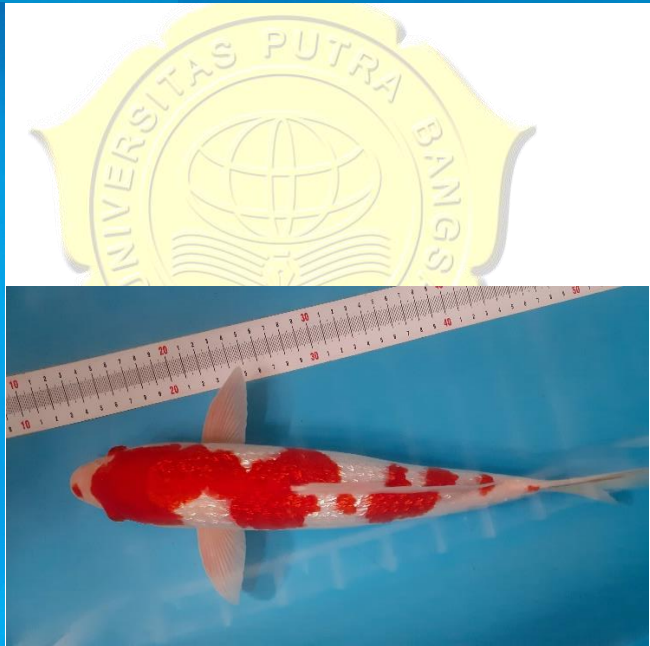
| NO  | Y<br>.1 | Y.2 | Y.3 | Y.4 | Y.5 | TOTA<br>L Y | AV.<br>Y | X1.<br>1 | X1.<br>2 | X1.<br>3 | X1.<br>4 | TOTA<br>L X1 | AV.X<br>1 | X2.<br>1 | X2.<br>2 | X2.<br>3 | X2.<br>4 | X2.<br>5 | TOTA<br>L X2 | AV.X<br>2 | X3.<br>1 | X3.<br>2 | X3.<br>3 | X3.<br>4 | X3.<br>5 | TOTA<br>L X3 | AV.X<br>3 |
|-----|---------|-----|-----|-----|-----|-------------|----------|----------|----------|----------|----------|--------------|-----------|----------|----------|----------|----------|----------|--------------|-----------|----------|----------|----------|----------|----------|--------------|-----------|
| 117 | 4       | 4   | 4   | 4   | 3   | 19          | 3,80     | 4        | 4        | 4        | 3        | 15           | 3,75      | 4        | 3        | 3        | 4        | 4        | 18           | 3,60      | 4        | 4        | 3        | 3        | 3        | 17           | 3,40      |
| 118 | 3       | 4   | 4   | 4   | 4   | 19          | 3,80     | 4        | 4        | 4        | 3        | 15           | 3,75      | 4        | 4        | 4        | 4        | 4        | 20           | 4,00      | 4        | 3        | 4        | 4        | 4        | 19           | 3,80      |



Lampiran 4

Dokumentasi









## Lampiran 5

## Uji Validitas

## A. Persepsi Harga

|          |                     | Correlations |        |        |        |          |
|----------|---------------------|--------------|--------|--------|--------|----------|
|          |                     | X1_1         | X1_2   | X1_3   | X1_4   | TOTAL_X1 |
| X1_1     | Pearson Correlation | 1            | ,390** | ,334** | ,241** | ,674**   |
|          | Sig. (2-tailed)     |              | ,000   | ,000   | ,008   | ,000     |
|          | N                   | 118          | 118    | 118    | 118    | 118      |
| X1_2     | Pearson Correlation | ,390**       | 1      | ,650** | ,116   | ,766**   |
|          | Sig. (2-tailed)     | ,000         |        | ,000   | ,211   | ,000     |
|          | N                   | 118          | 118    | 118    | 118    | 118      |
| X1_3     | Pearson Correlation | ,334**       | ,650** | 1      | ,344** | ,821**   |
|          | Sig. (2-tailed)     | ,000         | ,000   |        | ,000   | ,000     |
|          | N                   | 118          | 118    | 118    | 118    | 118      |
| X1_4     | Pearson Correlation | ,241**       | ,116   | ,344** | 1      | ,592**   |
|          | Sig. (2-tailed)     | ,008         | ,211   | ,000   |        | ,000     |
|          | N                   | 118          | 118    | 118    | 118    | 118      |
| TOTAL_X1 | Pearson Correlation | ,674**       | ,766** | ,821** | ,592** | 1        |
|          | Sig. (2-tailed)     | ,000         | ,000   | ,000   | ,000   |          |
|          | N                   | 118          | 118    | 118    | 118    | 118      |

\*\* . Correlation is significant at the 0.01 level (2-tailed).

## B. Word of Mouth

|          |                     | Correlations |        |        |        |       |          |
|----------|---------------------|--------------|--------|--------|--------|-------|----------|
|          |                     | X2_1         | X2_2   | X2_3   | X2_4   | X2_5  | TOTAL_X2 |
| X2_1     | Pearson Correlation | 1            | ,509** | ,389** | ,288** | -,141 | ,682**   |
|          | Sig. (2-tailed)     |              | ,000   | ,000   | ,002   | ,129  | ,000     |
|          | N                   | 118          | 118    | 118    | 118    | 118   | 118      |
| X2_2     | Pearson Correlation | ,509**       | 1      | ,782** | ,376** | -,109 | ,850**   |
|          | Sig. (2-tailed)     | ,000         |        | ,000   | ,000   | ,241  | ,000     |
|          | N                   | 118          | 118    | 118    | 118    | 118   | 118      |
| X2_3     | Pearson Correlation | ,389**       | ,782** | 1      | ,433** | ,004  | ,848**   |
|          | Sig. (2-tailed)     | ,000         | ,000   |        | ,000   | ,965  | ,000     |
|          | N                   | 118          | 118    | 118    | 118    | 118   | 118      |
| X2_4     | Pearson Correlation | ,288**       | ,376** | ,433** | 1      | -,014 | ,699**   |
|          | Sig. (2-tailed)     | ,002         | ,000   | ,000   |        | ,884  | ,000     |
|          | N                   | 118          | 118    | 118    | 118    | 118   | 118      |
| X2_5     | Pearson Correlation | -,141        | -,109  | ,004   | -,014  | 1     | -,001    |
|          | Sig. (2-tailed)     | ,129         | ,241   | ,965   | ,884   |       | ,988     |
|          | N                   | 118          | 118    | 118    | 118    | 118   | 118      |
| TOTAL_X2 | Pearson Correlation | ,682**       | ,850** | ,848** | ,699** | -,001 | 1        |
|          | Sig. (2-tailed)     | ,000         | ,000   | ,000   | ,000   | ,988  |          |
|          | N                   | 118          | 118    | 118    | 118    | 118   | 118      |

\*\* . Correlation is significant at the 0.01 level (2-tailed).

### C. Keputusan Pembelian

|          |                     | Correlations |        |        |        |        |          |
|----------|---------------------|--------------|--------|--------|--------|--------|----------|
|          |                     | X3_1         | X3_2   | X3_3   | X3_4   | X3_5   | TOTAL_X3 |
| X3_1     | Pearson Correlation | 1            | ,663** | ,198*  | ,391** | ,014   | ,710**   |
|          | Sig. (2-tailed)     |              | ,000   | ,032   | ,000   | ,883   | ,000     |
|          | N                   | 118          | 118    | 118    | 118    | 118    | 118      |
| X3_2     | Pearson Correlation | ,663**       | 1      | ,181*  | ,350** | -,043  | ,669**   |
|          | Sig. (2-tailed)     | ,000         |        | ,050   | ,000   | ,647   | ,000     |
|          | N                   | 118          | 118    | 118    | 118    | 118    | 118      |
| X3_3     | Pearson Correlation | ,198*        | ,181*  | 1      | ,335** | ,376** | ,645**   |
|          | Sig. (2-tailed)     | ,032         | ,050   |        | ,000   | ,000   | ,000     |
|          | N                   | 118          | 118    | 118    | 118    | 118    | 118      |
| X3_4     | Pearson Correlation | ,391**       | ,350** | ,335** | 1      | ,248** | ,707**   |
|          | Sig. (2-tailed)     | ,000         | ,000   | ,000   |        | ,007   | ,000     |
|          | N                   | 118          | 118    | 118    | 118    | 118    | 118      |
| X3_5     | Pearson Correlation | ,014         | -,043  | ,376** | ,248** | 1      | ,497**   |
|          | Sig. (2-tailed)     | ,883         | ,647   | ,000   | ,007   |        | ,000     |
|          | N                   | 118          | 118    | 118    | 118    | 118    | 118      |
| TOTAL_X3 | Pearson Correlation | ,710**       | ,669** | ,645** | ,707** | ,497** | 1        |
|          | Sig. (2-tailed)     | ,000         | ,000   | ,000   | ,000   | ,000   |          |
|          | N                   | 118          | 118    | 118    | 118    | 118    | 118      |

\*\* . Correlation is significant at the 0.01 level (2-tailed).

\* . Correlation is significant at the 0.05 level (2-tailed).

### D. Keputusan Pembelian

|         |                     | Correlations |        |        |        |        |         |
|---------|---------------------|--------------|--------|--------|--------|--------|---------|
|         |                     | Y_1          | Y_2    | Y_3    | Y_4    | Y_5    | TOTAL_Y |
| Y_1     | Pearson Correlation | 1            | ,113   | ,214*  | ,051   | ,026   | ,430**  |
|         | Sig. (2-tailed)     |              | ,224   | ,020   | ,581   | ,779   | ,000    |
|         | N                   | 118          | 118    | 118    | 118    | 118    | 118     |
| Y_2     | Pearson Correlation | ,113         | 1      | ,767** | ,333** | ,349** | ,756**  |
|         | Sig. (2-tailed)     | ,224         |        | ,000   | ,000   | ,000   | ,000    |
|         | N                   | 118          | 118    | 118    | 118    | 118    | 118     |
| Y_3     | Pearson Correlation | ,214*        | ,767** | 1      | ,286** | ,294** | ,760**  |
|         | Sig. (2-tailed)     | ,020         | ,000   |        | ,002   | ,001   | ,000    |
|         | N                   | 118          | 118    | 118    | 118    | 118    | 118     |
| Y_4     | Pearson Correlation | ,051         | ,333** | ,286** | 1      | ,702** | ,706**  |
|         | Sig. (2-tailed)     | ,581         | ,000   | ,002   |        | ,000   | ,000    |
|         | N                   | 118          | 118    | 118    | 118    | 118    | 118     |
| Y_5     | Pearson Correlation | ,026         | ,349** | ,294** | ,702** | 1      | ,706**  |
|         | Sig. (2-tailed)     | ,779         | ,000   | ,001   | ,000   |        | ,000    |
|         | N                   | 118          | 118    | 118    | 118    | 118    | 118     |
| TOTAL_Y | Pearson Correlation | ,430**       | ,756** | ,760** | ,706** | ,706** | 1       |
|         | Sig. (2-tailed)     | ,000         | ,000   | ,000   | ,000   | ,000   |         |
|         | N                   | 118          | 118    | 118    | 118    | 118    | 118     |

\* . Correlation is significant at the 0.05 level (2-tailed).

\*\* . Correlation is significant at the 0.01 level (2-tailed).

## Lampiran 6 Uji Reliabilitas

### A. Persepsi Harga

#### Reliability Statistics

| Cronbach's Alpha | N of Items |
|------------------|------------|
| ,680             | 4          |

### B. Word Of Mouth

#### Reliability Statistics

| Cronbach's Alpha | N of Items |
|------------------|------------|
| ,713             | 5          |

### C. Kelompok Acuan

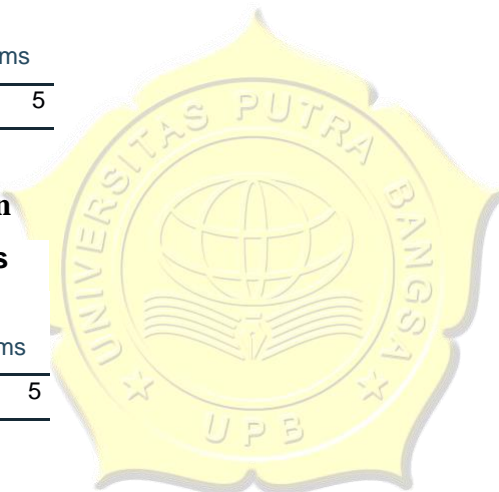
#### Reliability Statistics

| Cronbach's Alpha | N of Items |
|------------------|------------|
| ,648             | 5          |

### D. Keputusan Pembelian

#### Reliability Statistics

| Cronbach's Alpha | N of Items |
|------------------|------------|
| ,691             | 5          |



## Lampiran 7 Uji Asumsi Klasik

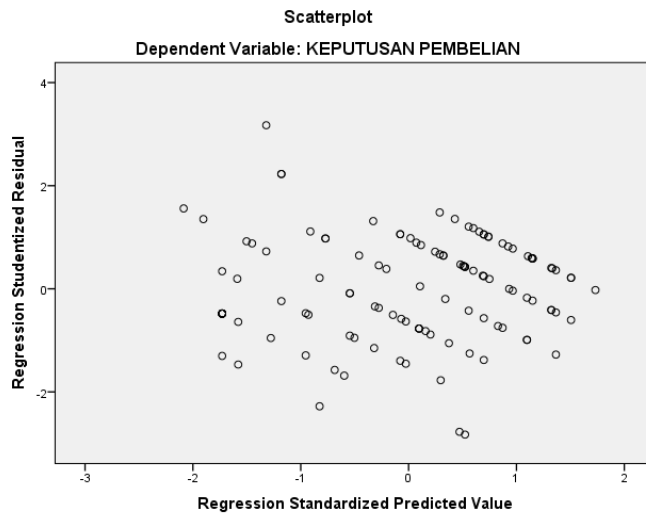
### 1. Uji Multikolinieritas

Coefficients<sup>a</sup>

| Model |                | Unstandardized Coefficients |            | Standardized Coefficients | t     | Sig. | Collinearity Statistics |       |
|-------|----------------|-----------------------------|------------|---------------------------|-------|------|-------------------------|-------|
|       |                | B                           | Std. Error | Beta                      |       |      | Tolerance               | VIF   |
| 1     | (Constant)     | .198                        | 1.621      |                           | .122  | .903 |                         |       |
|       | PERSEPSI HARGA | .235                        | .077       | .202                      | 3.054 | .003 | .953                    | 1.050 |
|       | WORD OF MOUTH  | .514                        | .078       | .477                      | 6.576 | .000 | .794                    | 1.259 |
|       | KELOMPOK ACUAN | .290                        | .075       | .283                      | 3.869 | .000 | .780                    | 1.282 |

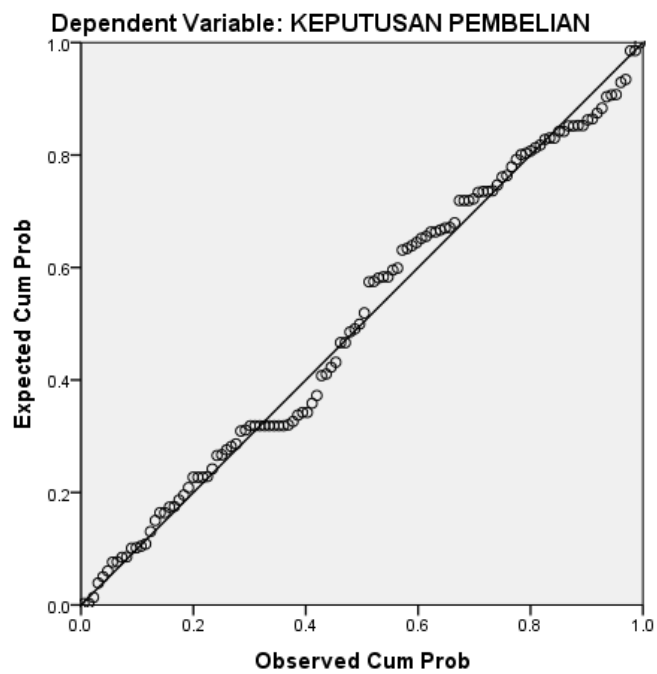
a. Dependent Variable: KEPUTUSAN PEMBELIAN

## 2. Uji Heteroskedastisitas



## 3. Uji Normalitas

Normal P-P Plot of Regression Standardized Residual



Lampiran 8 Tabel T

| df | Pr | 0.25    | 0.10    | 0.05    | 0.025    | 0.01     | 0.005    | 0.001     |
|----|----|---------|---------|---------|----------|----------|----------|-----------|
|    |    | 0.50    | 0.20    | 0.10    | 0.050    | 0.02     | 0.010    | 0.002     |
| 1  |    | 1.00000 | 3.07768 | 6.31375 | 12.70620 | 31.82052 | 63.65674 | 318.30884 |
| 2  |    | 0.81650 | 1.88562 | 2.91999 | 4.30265  | 6.96456  | 9.92484  | 22.32712  |
| 3  |    | 0.76489 | 1.63774 | 2.35336 | 3.18245  | 4.54070  | 5.84091  | 10.21453  |
| 4  |    | 0.74070 | 1.53321 | 2.13185 | 2.77645  | 3.74695  | 4.60409  | 7.17318   |
| 5  |    | 0.72669 | 1.47588 | 2.01505 | 2.57058  | 3.36493  | 4.03214  | 5.89343   |
| 6  |    | 0.71756 | 1.43976 | 1.94318 | 2.44691  | 3.14267  | 3.70743  | 5.20763   |
| 7  |    | 0.71114 | 1.41492 | 1.89458 | 2.36462  | 2.99795  | 3.49948  | 4.78529   |
| 8  |    | 0.70639 | 1.39682 | 1.85955 | 2.30600  | 2.89646  | 3.35539  | 4.50079   |
| 9  |    | 0.70272 | 1.38303 | 1.83311 | 2.26216  | 2.82144  | 3.24984  | 4.29681   |
| 10 |    | 0.69981 | 1.37218 | 1.81246 | 2.22814  | 2.76377  | 3.16927  | 4.14370   |
| 11 |    | 0.69745 | 1.36343 | 1.79588 | 2.20099  | 2.71808  | 3.10581  | 4.02470   |
| 12 |    | 0.69548 | 1.35622 | 1.78229 | 2.17881  | 2.68100  | 3.05454  | 3.92963   |
| 13 |    | 0.69383 | 1.35017 | 1.77093 | 2.16037  | 2.65031  | 3.01228  | 3.85198   |
| 14 |    | 0.69242 | 1.34503 | 1.76131 | 2.14479  | 2.62449  | 2.97684  | 3.78739   |
| 15 |    | 0.69120 | 1.34061 | 1.75305 | 2.13145  | 2.60248  | 2.94671  | 3.73283   |
| 16 |    | 0.69013 | 1.33676 | 1.74588 | 2.11991  | 2.58349  | 2.92078  | 3.68615   |
| 17 |    | 0.68920 | 1.33338 | 1.73961 | 2.10982  | 2.56693  | 2.89823  | 3.64577   |
| 18 |    | 0.68836 | 1.33039 | 1.73406 | 2.10092  | 2.55238  | 2.87844  | 3.61048   |
| 19 |    | 0.68762 | 1.32773 | 1.72913 | 2.09302  | 2.53948  | 2.86093  | 3.57940   |
| 20 |    | 0.68695 | 1.32534 | 1.72472 | 2.08596  | 2.52798  | 2.84534  | 3.55181   |
| 21 |    | 0.68635 | 1.32319 | 1.72074 | 2.07961  | 2.51765  | 2.83136  | 3.52715   |
| 22 |    | 0.68581 | 1.32124 | 1.71714 | 2.07387  | 2.50832  | 2.81876  | 3.50499   |
| 23 |    | 0.68531 | 1.31946 | 1.71387 | 2.06866  | 2.49987  | 2.80734  | 3.48496   |
| 24 |    | 0.68485 | 1.31784 | 1.71088 | 2.06390  | 2.49216  | 2.79694  | 3.46678   |
| 25 |    | 0.68443 | 1.31635 | 1.70814 | 2.05954  | 2.48511  | 2.78744  | 3.45019   |
| 26 |    | 0.68404 | 1.31497 | 1.70562 | 2.05553  | 2.47863  | 2.77871  | 3.43500   |
| 27 |    | 0.68368 | 1.31370 | 1.70329 | 2.05183  | 2.47266  | 2.77068  | 3.42103   |
| 28 |    | 0.68335 | 1.31253 | 1.70113 | 2.04841  | 2.46714  | 2.76326  | 3.40816   |
| 29 |    | 0.68304 | 1.31143 | 1.69913 | 2.04523  | 2.46202  | 2.75639  | 3.39624   |
| 30 |    | 0.68276 | 1.31042 | 1.69726 | 2.04227  | 2.45726  | 2.75000  | 3.38518   |
| 31 |    | 0.68249 | 1.30946 | 1.69552 | 2.03951  | 2.45282  | 2.74404  | 3.37490   |
| 32 |    | 0.68223 | 1.30857 | 1.69389 | 2.03693  | 2.44868  | 2.73848  | 3.36531   |
| 33 |    | 0.68200 | 1.30774 | 1.69236 | 2.03452  | 2.44479  | 2.73328  | 3.35634   |
| 34 |    | 0.68177 | 1.30695 | 1.69092 | 2.03224  | 2.44115  | 2.72839  | 3.34793   |
| 35 |    | 0.68156 | 1.30621 | 1.68957 | 2.03011  | 2.43772  | 2.72381  | 3.34005   |
| 36 |    | 0.68137 | 1.30551 | 1.68830 | 2.02809  | 2.43449  | 2.71948  | 3.33262   |
| 37 |    | 0.68118 | 1.30485 | 1.68709 | 2.02619  | 2.43145  | 2.71541  | 3.32563   |
| 38 |    | 0.68100 | 1.30423 | 1.68595 | 2.02439  | 2.42857  | 2.71156  | 3.31903   |
| 39 |    | 0.68083 | 1.30364 | 1.68488 | 2.02269  | 2.42584  | 2.70791  | 3.31279   |
| 40 |    | 0.68067 | 1.30308 | 1.68385 | 2.02108  | 2.42326  | 2.70446  | 3.30688   |

| df | Pr | 0.25    | 0.10    | 0.05    | 0.025   | 0.01    | 0.005   | 0.001   |
|----|----|---------|---------|---------|---------|---------|---------|---------|
|    |    | 0.50    | 0.20    | 0.10    | 0.050   | 0.02    | 0.010   | 0.002   |
| 41 |    | 0.68052 | 1.30254 | 1.68288 | 2.01954 | 2.42080 | 2.70118 | 3.30127 |
| 42 |    | 0.68038 | 1.30204 | 1.68195 | 2.01808 | 2.41847 | 2.69807 | 3.29595 |
| 43 |    | 0.68024 | 1.30155 | 1.68107 | 2.01669 | 2.41625 | 2.69510 | 3.29089 |
| 44 |    | 0.68011 | 1.30109 | 1.68023 | 2.01537 | 2.41413 | 2.69228 | 3.28607 |
| 45 |    | 0.67998 | 1.30065 | 1.67943 | 2.01410 | 2.41212 | 2.68959 | 3.28148 |
| 46 |    | 0.67986 | 1.30023 | 1.67866 | 2.01290 | 2.41019 | 2.68701 | 3.27710 |
| 47 |    | 0.67975 | 1.29982 | 1.67793 | 2.01174 | 2.40835 | 2.68456 | 3.27291 |
| 48 |    | 0.67964 | 1.29944 | 1.67722 | 2.01063 | 2.40658 | 2.68220 | 3.26891 |
| 49 |    | 0.67953 | 1.29907 | 1.67655 | 2.00958 | 2.40489 | 2.67995 | 3.26508 |
| 50 |    | 0.67943 | 1.29871 | 1.67591 | 2.00856 | 2.40327 | 2.67779 | 3.26141 |

|    |         |         |         |         |         |         |         |
|----|---------|---------|---------|---------|---------|---------|---------|
| 51 | 0.67933 | 1.29837 | 1.67528 | 2.00758 | 2.40172 | 2.67572 | 3.25789 |
| 52 | 0.67924 | 1.29805 | 1.67469 | 2.00665 | 2.40022 | 2.67373 | 3.25451 |
| 53 | 0.67915 | 1.29773 | 1.67412 | 2.00575 | 2.39879 | 2.67182 | 3.25127 |
| 54 | 0.67906 | 1.29743 | 1.67356 | 2.00488 | 2.39741 | 2.66998 | 3.24815 |
| 55 | 0.67898 | 1.29713 | 1.67303 | 2.00404 | 2.39608 | 2.66822 | 3.24515 |
| 56 | 0.67890 | 1.29685 | 1.67252 | 2.00324 | 2.39480 | 2.66651 | 3.24226 |
| 57 | 0.67882 | 1.29658 | 1.67203 | 2.00247 | 2.39357 | 2.66487 | 3.23948 |
| 58 | 0.67874 | 1.29632 | 1.67155 | 2.00172 | 2.39238 | 2.66329 | 3.23680 |
| 59 | 0.67867 | 1.29607 | 1.67109 | 2.00100 | 2.39123 | 2.66176 | 3.23421 |
| 60 | 0.67860 | 1.29582 | 1.67065 | 2.00030 | 2.39012 | 2.66028 | 3.23171 |
| 61 | 0.67853 | 1.29558 | 1.67022 | 1.99962 | 2.38905 | 2.65886 | 3.22930 |
| 62 | 0.67847 | 1.29536 | 1.66980 | 1.99897 | 2.38801 | 2.65748 | 3.22696 |
| 63 | 0.67840 | 1.29513 | 1.66940 | 1.99834 | 2.38701 | 2.65615 | 3.22471 |
| 64 | 0.67834 | 1.29492 | 1.66901 | 1.99773 | 2.38604 | 2.65485 | 3.22253 |
| 65 | 0.67828 | 1.29471 | 1.66864 | 1.99714 | 2.38510 | 2.65360 | 3.22041 |
| 66 | 0.67823 | 1.29451 | 1.66827 | 1.99656 | 2.38419 | 2.65239 | 3.21837 |
| 67 | 0.67817 | 1.29432 | 1.66792 | 1.99601 | 2.38330 | 2.65122 | 3.21639 |
| 68 | 0.67811 | 1.29413 | 1.66757 | 1.99547 | 2.38245 | 2.65008 | 3.21446 |
| 69 | 0.67806 | 1.29394 | 1.66724 | 1.99495 | 2.38161 | 2.64898 | 3.21260 |
| 70 | 0.67801 | 1.29376 | 1.66691 | 1.99444 | 2.38081 | 2.64790 | 3.21079 |
| 71 | 0.67796 | 1.29359 | 1.66660 | 1.99394 | 2.38002 | 2.64686 | 3.20903 |
| 72 | 0.67791 | 1.29342 | 1.66629 | 1.99346 | 2.37926 | 2.64585 | 3.20733 |
| 73 | 0.67787 | 1.29326 | 1.66600 | 1.99300 | 2.37852 | 2.64487 | 3.20567 |
| 74 | 0.67782 | 1.29310 | 1.66571 | 1.99254 | 2.37780 | 2.64391 | 3.20406 |
| 75 | 0.67778 | 1.29294 | 1.66543 | 1.99210 | 2.37710 | 2.64298 | 3.20249 |
| 76 | 0.67773 | 1.29279 | 1.66515 | 1.99167 | 2.37642 | 2.64208 | 3.20096 |
| 77 | 0.67769 | 1.29264 | 1.66488 | 1.99125 | 2.37576 | 2.64120 | 3.19948 |
| 78 | 0.67765 | 1.29250 | 1.66462 | 1.99085 | 2.37511 | 2.64034 | 3.19804 |
| 79 | 0.67761 | 1.29236 | 1.66437 | 1.99045 | 2.37448 | 2.63950 | 3.19663 |
| 80 | 0.67757 | 1.29222 | 1.66412 | 1.99006 | 2.37387 | 2.63869 | 3.19526 |

| df  | Pr | 0.25    | 0.10    | 0.05    | 0.025   | 0.01    | 0.005   | 0.001   |
|-----|----|---------|---------|---------|---------|---------|---------|---------|
|     |    | 0.50    | 0.20    | 0.10    | 0.050   | 0.02    | 0.010   | 0.002   |
| 81  |    | 0.67753 | 1.29209 | 1.66388 | 1.98969 | 2.37327 | 2.63790 | 3.19392 |
| 82  |    | 0.67749 | 1.29196 | 1.66365 | 1.98932 | 2.37269 | 2.63712 | 3.19262 |
| 83  |    | 0.67746 | 1.29183 | 1.66342 | 1.98896 | 2.37212 | 2.63637 | 3.19135 |
| 84  |    | 0.67742 | 1.29171 | 1.66320 | 1.98861 | 2.37156 | 2.63563 | 3.19011 |
| 85  |    | 0.67739 | 1.29159 | 1.66298 | 1.98827 | 2.37102 | 2.63491 | 3.18890 |
| 86  |    | 0.67735 | 1.29147 | 1.66277 | 1.98793 | 2.37049 | 2.63421 | 3.18772 |
| 87  |    | 0.67732 | 1.29136 | 1.66256 | 1.98761 | 2.36998 | 2.63353 | 3.18657 |
| 88  |    | 0.67729 | 1.29125 | 1.66235 | 1.98729 | 2.36947 | 2.63286 | 3.18544 |
| 89  |    | 0.67726 | 1.29114 | 1.66216 | 1.98698 | 2.36898 | 2.63220 | 3.18434 |
| 90  |    | 0.67723 | 1.29103 | 1.66196 | 1.98667 | 2.36850 | 2.63157 | 3.18327 |
| 91  |    | 0.67720 | 1.29092 | 1.66177 | 1.98638 | 2.36803 | 2.63094 | 3.18222 |
| 92  |    | 0.67717 | 1.29082 | 1.66159 | 1.98609 | 2.36757 | 2.63033 | 3.18119 |
| 93  |    | 0.67714 | 1.29072 | 1.66140 | 1.98580 | 2.36712 | 2.62973 | 3.18019 |
| 94  |    | 0.67711 | 1.29062 | 1.66123 | 1.98552 | 2.36667 | 2.62915 | 3.17921 |
| 95  |    | 0.67708 | 1.29053 | 1.66105 | 1.98525 | 2.36624 | 2.62858 | 3.17825 |
| 96  |    | 0.67705 | 1.29043 | 1.66088 | 1.98498 | 2.36582 | 2.62802 | 3.17731 |
| 97  |    | 0.67703 | 1.29034 | 1.66071 | 1.98472 | 2.36541 | 2.62747 | 3.17639 |
| 98  |    | 0.67700 | 1.29025 | 1.66055 | 1.98447 | 2.36500 | 2.62693 | 3.17549 |
| 99  |    | 0.67698 | 1.29016 | 1.66039 | 1.98422 | 2.36461 | 2.62641 | 3.17460 |
| 100 |    | 0.67695 | 1.29007 | 1.66023 | 1.98397 | 2.36422 | 2.62589 | 3.17374 |
| 101 |    | 0.67693 | 1.28999 | 1.66008 | 1.98373 | 2.36384 | 2.62539 | 3.17289 |
| 102 |    | 0.67690 | 1.28991 | 1.65993 | 1.98350 | 2.36346 | 2.62489 | 3.17206 |
| 103 |    | 0.67688 | 1.28982 | 1.65978 | 1.98326 | 2.36310 | 2.62441 | 3.17125 |
| 104 |    | 0.67686 | 1.28974 | 1.65964 | 1.98304 | 2.36274 | 2.62393 | 3.17045 |
| 105 |    | 0.67683 | 1.28967 | 1.65950 | 1.98282 | 2.36239 | 2.62347 | 3.16967 |
| 106 |    | 0.67681 | 1.28959 | 1.65936 | 1.98260 | 2.36204 | 2.62301 | 3.16890 |
| 107 |    | 0.67679 | 1.28951 | 1.65922 | 1.98238 | 2.36170 | 2.62256 | 3.16815 |

|     |         |         |         |         |         |         |         |
|-----|---------|---------|---------|---------|---------|---------|---------|
| 108 | 0.67677 | 1.28944 | 1.65909 | 1.98217 | 2.36137 | 2.62212 | 3.16741 |
| 109 | 0.67675 | 1.28937 | 1.65895 | 1.98197 | 2.36105 | 2.62169 | 3.16669 |
| 110 | 0.67673 | 1.28930 | 1.65882 | 1.98177 | 2.36073 | 2.62126 | 3.16598 |
| 111 | 0.67671 | 1.28922 | 1.65870 | 1.98157 | 2.36041 | 2.62085 | 3.16528 |
| 112 | 0.67669 | 1.28916 | 1.65857 | 1.98137 | 2.36010 | 2.62044 | 3.16460 |
| 113 | 0.67667 | 1.28909 | 1.65845 | 1.98118 | 2.35980 | 2.62004 | 3.16392 |
| 114 | 0.67665 | 1.28902 | 1.65833 | 1.98099 | 2.35950 | 2.61964 | 3.16326 |
| 115 | 0.67663 | 1.28896 | 1.65821 | 1.98081 | 2.35921 | 2.61926 | 3.16262 |
| 116 | 0.67661 | 1.28889 | 1.65810 | 1.98063 | 2.35892 | 2.61888 | 3.16198 |
| 117 | 0.67659 | 1.28883 | 1.65798 | 1.98045 | 2.35864 | 2.61850 | 3.16135 |
| 118 | 0.67657 | 1.28877 | 1.65787 | 1.98027 | 2.35837 | 2.61814 | 3.16074 |
| 119 | 0.67656 | 1.28871 | 1.65776 | 1.98010 | 2.35809 | 2.61778 | 3.16013 |
| 120 | 0.67654 | 1.28865 | 1.65765 | 1.97993 | 2.35782 | 2.61742 | 3.15954 |

### Lampiran 9 TABEL R

| df = (N-2) | Tingkat signifikansi untuk uji satu arah |        |        |        |        |
|------------|--|--------|--------|--------|--------|
|            | 0.05                                     | 0.025  | 0.01   | 0.005  | 0.0005 |
|            | Tingkat signifikansi untuk uji dua arah  |        |        |        |        |
|            | 0.1                                      | 0.05   | 0.02   | 0.01   | 0.001  |
| 1          | 0.9877                                   | 0.9969 | 0.9995 | 0.9999 | 1.0000 |
| 2          | 0.9000                                   | 0.9500 | 0.9800 | 0.9900 | 0.9990 |
| 3          | 0.8054                                   | 0.8783 | 0.9343 | 0.9587 | 0.9911 |
| 4          | 0.7293                                   | 0.8114 | 0.8822 | 0.9172 | 0.9741 |
| 5          | 0.6694                                   | 0.7545 | 0.8329 | 0.8745 | 0.9509 |
| 6          | 0.6215                                   | 0.7067 | 0.7887 | 0.8343 | 0.9249 |
| 7          | 0.5822                                   | 0.6664 | 0.7498 | 0.7977 | 0.8983 |
| 8          | 0.5494                                   | 0.6319 | 0.7155 | 0.7646 | 0.8721 |
| 9          | 0.5214                                   | 0.6021 | 0.6851 | 0.7348 | 0.8470 |
| 10         | 0.4973                                   | 0.5760 | 0.6581 | 0.7079 | 0.8233 |
| 11         | 0.4762                                   | 0.5529 | 0.6339 | 0.6835 | 0.8010 |
| 12         | 0.4575                                   | 0.5324 | 0.6120 | 0.6614 | 0.7800 |
| 13         | 0.4409                                   | 0.5140 | 0.5923 | 0.6411 | 0.7604 |
| 14         | 0.4259                                   | 0.4973 | 0.5742 | 0.6226 | 0.7419 |
| 15         | 0.4124                                   | 0.4821 | 0.5577 | 0.6055 | 0.7247 |
| 16         | 0.4000                                   | 0.4683 | 0.5425 | 0.5897 | 0.7084 |
| 17         | 0.3887                                   | 0.4555 | 0.5285 | 0.5751 | 0.6932 |
| 18         | 0.3783                                   | 0.4438 | 0.5155 | 0.5614 | 0.6788 |
| 19         | 0.3687                                   | 0.4329 | 0.5034 | 0.5487 | 0.6652 |
| 20         | 0.3598                                   | 0.4227 | 0.4921 | 0.5368 | 0.6524 |
| 21         | 0.3515                                   | 0.4132 | 0.4815 | 0.5256 | 0.6402 |
| 22         | 0.3438                                   | 0.4044 | 0.4716 | 0.5151 | 0.6287 |
| 23         | 0.3365                                   | 0.3961 | 0.4622 | 0.5052 | 0.6178 |
| 24         | 0.3297                                   | 0.3882 | 0.4534 | 0.4958 | 0.6074 |
| 25         | 0.3233                                   | 0.3809 | 0.4451 | 0.4869 | 0.5974 |
| 26         | 0.3172                                   | 0.3739 | 0.4372 | 0.4785 | 0.5880 |
| 27         | 0.3115                                   | 0.3673 | 0.4297 | 0.4705 | 0.5790 |
| 28         | 0.3061                                   | 0.3610 | 0.4226 | 0.4629 | 0.5703 |
| 29         | 0.3009                                   | 0.3550 | 0.4158 | 0.4556 | 0.5620 |
| 30         | 0.2960                                   | 0.3494 | 0.4093 | 0.4487 | 0.5541 |
| 31         | 0.2913                                   | 0.3440 | 0.4032 | 0.4421 | 0.5465 |
| 32         | 0.2869                                   | 0.3388 | 0.3972 | 0.4357 | 0.5392 |



|           |        |        |        |        |        |
|-----------|--------|--------|--------|--------|--------|
| <b>33</b> | 0.2826 | 0.3338 | 0.3916 | 0.4296 | 0.5322 |
| <b>34</b> | 0.2785 | 0.3291 | 0.3862 | 0.4238 | 0.5254 |
| <b>35</b> | 0.2746 | 0.3246 | 0.3810 | 0.4182 | 0.5189 |
| <b>36</b> | 0.2709 | 0.3202 | 0.3760 | 0.4128 | 0.5126 |
| <b>37</b> | 0.2673 | 0.3160 | 0.3712 | 0.4076 | 0.5066 |

|           |        |        |        |        |        |
|-----------|--------|--------|--------|--------|--------|
| <b>38</b> | 0.2638 | 0.3120 | 0.3665 | 0.4026 | 0.5007 |
| <b>39</b> | 0.2605 | 0.3081 | 0.3621 | 0.3978 | 0.4950 |
| <b>40</b> | 0.2573 | 0.3044 | 0.3578 | 0.3932 | 0.4896 |
| <b>41</b> | 0.2542 | 0.3008 | 0.3536 | 0.3887 | 0.4843 |
| <b>42</b> | 0.2512 | 0.2973 | 0.3496 | 0.3843 | 0.4791 |
| <b>43</b> | 0.2483 | 0.2940 | 0.3457 | 0.3801 | 0.4742 |
| <b>44</b> | 0.2455 | 0.2907 | 0.3420 | 0.3761 | 0.4694 |
| <b>45</b> | 0.2429 | 0.2876 | 0.3384 | 0.3721 | 0.4647 |
| <b>46</b> | 0.2403 | 0.2845 | 0.3348 | 0.3683 | 0.4601 |
| <b>47</b> | 0.2377 | 0.2816 | 0.3314 | 0.3646 | 0.4557 |
| <b>48</b> | 0.2353 | 0.2787 | 0.3281 | 0.3610 | 0.4514 |
| <b>49</b> | 0.2329 | 0.2759 | 0.3249 | 0.3575 | 0.4473 |
| <b>50</b> | 0.2306 | 0.2732 | 0.3218 | 0.3542 | 0.4432 |
| <b>51</b> | 0.2284 | 0.2706 | 0.3188 | 0.3509 | 0.4393 |
| <b>52</b> | 0.2262 | 0.2681 | 0.3158 | 0.3477 | 0.4354 |
| <b>53</b> | 0.2241 | 0.2656 | 0.3129 | 0.3445 | 0.4317 |
| <b>54</b> | 0.2221 | 0.2632 | 0.3102 | 0.3415 | 0.4280 |
| <b>55</b> | 0.2201 | 0.2609 | 0.3074 | 0.3385 | 0.4244 |
| <b>56</b> | 0.2181 | 0.2586 | 0.3048 | 0.3357 | 0.4210 |
| <b>57</b> | 0.2162 | 0.2564 | 0.3022 | 0.3328 | 0.4176 |
| <b>58</b> | 0.2144 | 0.2542 | 0.2997 | 0.3301 | 0.4143 |
| <b>59</b> | 0.2126 | 0.2521 | 0.2972 | 0.3274 | 0.4110 |
| <b>60</b> | 0.2108 | 0.2500 | 0.2948 | 0.3248 | 0.4079 |
| <b>61</b> | 0.2091 | 0.2480 | 0.2925 | 0.3223 | 0.4048 |
| <b>62</b> | 0.2075 | 0.2461 | 0.2902 | 0.3198 | 0.4018 |
| <b>63</b> | 0.2058 | 0.2441 | 0.2880 | 0.3173 | 0.3988 |
| <b>64</b> | 0.2042 | 0.2423 | 0.2858 | 0.3150 | 0.3959 |
| <b>65</b> | 0.2027 | 0.2404 | 0.2837 | 0.3126 | 0.3931 |
| <b>66</b> | 0.2012 | 0.2387 | 0.2816 | 0.3104 | 0.3903 |
| <b>67</b> | 0.1997 | 0.2369 | 0.2796 | 0.3081 | 0.3876 |
| <b>68</b> | 0.1982 | 0.2352 | 0.2776 | 0.3060 | 0.3850 |
| <b>69</b> | 0.1968 | 0.2335 | 0.2756 | 0.3038 | 0.3823 |
| <b>70</b> | 0.1954 | 0.2319 | 0.2737 | 0.3017 | 0.3798 |
| <b>71</b> | 0.1940 | 0.2303 | 0.2718 | 0.2997 | 0.3773 |
| <b>72</b> | 0.1927 | 0.2287 | 0.2700 | 0.2977 | 0.3748 |
| <b>73</b> | 0.1914 | 0.2272 | 0.2682 | 0.2957 | 0.3724 |
| <b>74</b> | 0.1901 | 0.2257 | 0.2664 | 0.2938 | 0.3701 |
| <b>75</b> | 0.1888 | 0.2242 | 0.2647 | 0.2919 | 0.3678 |
| <b>76</b> | 0.1876 | 0.2227 | 0.2630 | 0.2900 | 0.3655 |
| <b>77</b> | 0.1864 | 0.2213 | 0.2613 | 0.2882 | 0.3633 |
| <b>78</b> | 0.1852 | 0.2199 | 0.2597 | 0.2864 | 0.3611 |
| <b>79</b> | 0.1841 | 0.2185 | 0.2581 | 0.2847 | 0.3589 |
| <b>80</b> | 0.1829 | 0.2172 | 0.2565 | 0.2830 | 0.3568 |

|            |        |               |        |        |        |
|------------|--------|---------------|--------|--------|--------|
| <b>81</b>  | 0.1818 | 0.2159        | 0.2550 | 0.2813 | 0.3547 |
| <b>82</b>  | 0.1807 | 0.2146        | 0.2535 | 0.2796 | 0.3527 |
| <b>83</b>  | 0.1796 | 0.2133        | 0.2520 | 0.2780 | 0.3507 |
| <b>84</b>  | 0.1786 | 0.2120        | 0.2505 | 0.2764 | 0.3487 |
| <b>85</b>  | 0.1775 | 0.2108        | 0.2491 | 0.2748 | 0.3468 |
| <b>86</b>  | 0.1765 | 0.2096        | 0.2477 | 0.2732 | 0.3449 |
| <b>87</b>  | 0.1755 | 0.2084        | 0.2463 | 0.2717 | 0.3430 |
| <b>88</b>  | 0.1745 | 0.2072        | 0.2449 | 0.2702 | 0.3412 |
| <b>89</b>  | 0.1735 | 0.2061        | 0.2435 | 0.2687 | 0.3393 |
| <b>90</b>  | 0.1726 | 0.2050        | 0.2422 | 0.2673 | 0.3375 |
| <b>91</b>  | 0.1716 | 0.2039        | 0.2409 | 0.2659 | 0.3358 |
| <b>92</b>  | 0.1707 | 0.2028        | 0.2396 | 0.2645 | 0.3341 |
| <b>93</b>  | 0.1698 | 0.2017        | 0.2384 | 0.2631 | 0.3323 |
| <b>94</b>  | 0.1689 | 0.2006        | 0.2371 | 0.2617 | 0.3307 |
| <b>95</b>  | 0.1680 | 0.1996        | 0.2359 | 0.2604 | 0.3290 |
| <b>96</b>  | 0.1671 | 0.1986        | 0.2347 | 0.2591 | 0.3274 |
| <b>97</b>  | 0.1663 | 0.1975        | 0.2335 | 0.2578 | 0.3258 |
| <b>98</b>  | 0.1654 | <b>0.1966</b> | 0.2324 | 0.2565 | 0.3242 |
| <b>99</b>  | 0.1646 | 0.1956        | 0.2312 | 0.2552 | 0.3226 |
| <b>100</b> | 0.1638 | 0.1946        | 0.2301 | 0.2540 | 0.3211 |
| <b>101</b> | 0.1630 | 0.1937        | 0.2290 | 0.2528 | 0.3196 |
| <b>102</b> | 0.1622 | 0.1927        | 0.2279 | 0.2515 | 0.3181 |
| <b>103</b> | 0.1614 | 0.1918        | 0.2268 | 0.2504 | 0.3166 |
| <b>104</b> | 0.1606 | 0.1909        | 0.2257 | 0.2492 | 0.3152 |
| <b>105</b> | 0.1599 | 0.1900        | 0.2247 | 0.2480 | 0.3137 |
| <b>106</b> | 0.1591 | 0.1891        | 0.2236 | 0.2469 | 0.3123 |
| <b>107</b> | 0.1584 | 0.1882        | 0.2226 | 0.2458 | 0.3109 |
| <b>108</b> | 0.1576 | 0.1874        | 0.2216 | 0.2446 | 0.3095 |
| <b>109</b> | 0.1569 | 0.1865        | 0.2206 | 0.2436 | 0.3082 |
| <b>110</b> | 0.1562 | 0.1857        | 0.2196 | 0.2425 | 0.3068 |
| <b>111</b> | 0.1555 | 0.1848        | 0.2186 | 0.2414 | 0.3055 |
| <b>112</b> | 0.1548 | 0.1840        | 0.2177 | 0.2403 | 0.3042 |
| <b>113</b> | 0.1541 | 0.1832        | 0.2167 | 0.2393 | 0.3029 |
| <b>114</b> | 0.1535 | 0.1824        | 0.2158 | 0.2383 | 0.3016 |
| <b>115</b> | 0.1528 | 0.1816        | 0.2149 | 0.2373 | 0.3004 |
| <b>116</b> | 0.1522 | 0.1809        | 0.2139 | 0.2363 | 0.2991 |
| <b>117</b> | 0.1515 | 0.1801        | 0.2131 | 0.2353 | 0.2979 |
| <b>118</b> | 0.1509 | 0.1793        | 0.2122 | 0.2343 | 0.2967 |
| <b>119</b> | 0.1502 | 0.1786        | 0.2113 | 0.2333 | 0.2955 |

## Lampiran 10

## 1. Uji Regresi Linier Berganda

| Coefficients <sup>a</sup> |                             |            |                           |      |       |      |
|---------------------------|-----------------------------|------------|---------------------------|------|-------|------|
| Model                     | Unstandardized Coefficients |            | Standardized Coefficients | t    | Sig.  |      |
|                           | B                           | Std. Error | Beta                      |      |       |      |
| 1                         | (Constant)                  | ,478       | ,309                      |      | 1,546 | ,125 |
|                           | AV_X1                       | ,179       | ,063                      | ,193 | 2,824 | ,006 |
|                           | AV_X2                       | ,516       | ,087                      | ,507 | 5,917 | ,000 |
|                           | AV_X3                       | ,186       | ,088                      | ,182 | 2,119 | ,036 |

a. Dependent Variable: AV\_Y

## Lampiran 11

2. Koefisien Determinasi (R<sup>2</sup>)

| Model Summary |                   |          |                   |                            |
|---------------|-------------------|----------|-------------------|----------------------------|
| Model         | R                 | R Square | Adjusted R Square | Std. Error of the Estimate |
| 1             | ,705 <sup>a</sup> | ,497     | ,484              | ,25497                     |

a. Predictors: (Constant), AV\_X3, AV\_X1, AV\_X2

## Lampiran 12

## 3. Uji F (SIMULTAN)

| ANOVA <sup>a</sup> |            |                |     |             |        |                   |
|--------------------|------------|----------------|-----|-------------|--------|-------------------|
| Model              |            | Sum of Squares | df  | Mean Square | F      | Sig.              |
| 1                  | Regression | 7,329          | 3   | 2,443       | 37,580 | ,000 <sup>b</sup> |
|                    | Residual   | 7,411          | 114 | ,065        |        |                   |
|                    | Total      | 14,741         | 117 |             |        |                   |

a. Dependent Variable: AV\_Y

b. Predictors: (Constant), AV\_X3, AV\_X1, AV\_X2

## Lampiran 13

## 4. Uji T (PARSIAL)

| Coefficients <sup>a</sup> |                             |            |                           |      |       |      |
|---------------------------|-----------------------------|------------|---------------------------|------|-------|------|
| Model                     | Unstandardized Coefficients |            | Standardized Coefficients | t    | Sig.  |      |
|                           | B                           | Std. Error | Beta                      |      |       |      |
| 1                         | (Constant)                  | ,478       | ,309                      |      | 1,546 | ,125 |
|                           | AV_X1                       | ,179       | ,063                      | ,193 | 2,824 | ,006 |
|                           | AV_X2                       | ,516       | ,087                      | ,507 | 5,917 | ,000 |
|                           | AV_X3                       | ,186       | ,088                      | ,182 | 2,119 | ,036 |

a. Dependent Variable: AV\_Y

## Lampiran 14



UNIVERSITAS PUTRA BANGSA  
PROGRAM STUDI MANAJEMEN (SI)  
KARTU TANDA PESERTA SEMINAR PROPOSAL SKRIPSI

Nama : Ridha Muhammad S  
NIM : 195503751

| NO | PEMAKALAH                |            |                                  | TANGGAL  | PARAF<br>MODERATOR |
|----|--------------------------|------------|----------------------------------|----------|--------------------|
|    | NAMA MAHASISWA           | NIM        | NAMA MODERATOR                   |          |                    |
| 1  | Nasichin                 | 185503583  | Dr. Irfan Helmy, SE, M.M         | 29/09/23 |                    |
| 2  | Fadhilah Nuba            | 205504245  | Febby Evelyn, S.E, M.M.          | 07/12/23 |                    |
| 3  | Atika Luefi Fauziah      | 205504040  | Ika Susilawati S.Pd, M.Si        | 12/12/23 |                    |
| 4  | Putri Nuvi Astari        | 2055004151 | Dr. Irfan Helmy, S.E, M.M        | 13/12/23 |                    |
| 5  | Gunsur Nurseto           | 205504084  | Maryota Putri Pratama, S.E, M.Si | 18/12/23 |                    |
| 6  | Aldila Priharto Ramadhan | 205504013  | Dr. Sigit Wibawanto, SE, MM      | 18/12/23 |                    |
|    |                          |            |                                  |          |                    |
|    |                          |            |                                  |          |                    |
|    |                          |            |                                  |          |                    |
|    |                          |            |                                  |          |                    |
|    |                          |            |                                  |          |                    |
|    |                          |            |                                  |          |                    |

## Catatan :

1. Kartu ini dibawa pada waktu mengikuti kegiatan seminar
2. Kartu ini diisi kemudian diserahkan kepada moderator untuk diparaf sebagai tanda bukti
3. Setelah Mahasiswa membawakan seminar diharuskan mengikuti kegiatan seminar minimal 6 kali
4. Mahasiswa yang dapat mengikuti kegiatan seminar ialah semester V keatas
5. Kartu ini sebagai salah satu syarat ujian skripsi

Ketumen,  
Ketua Prodi Manajemen

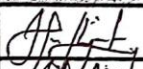
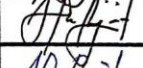
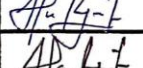
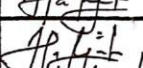

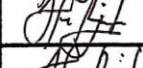
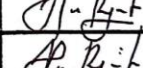

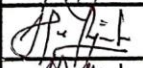

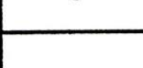
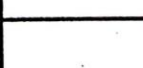
FARMIN, SE, MM  
NIDN: 0621128001



## Lampiran 15

**KARTU KONSULTASI SKRIPSI**

NAMA : Ridho Muhammad Sasmito  
 NIM : 195503751  
 Pembimbing : Marynta Putri Pratama, S.E., M.Si

| No | TANGGAL     | MATERI KONSULTASI            | TANDA TANGAN  |
|----|-------------|------------------------------|---|
| 1  | 11-Okt-23   | Pengajuan Judul (Konsultasi) |    |
| 2  | 23-Okt-23   | Acc Judul                    |    |
| 3  | 1 Nov 2023  | Pengajuan Bab I              |   |
| 4  | 29 Nov 2023 | Acc BAB I                    |  |
| 5  | 29 Nov 2023 | Pengajuan Bab II & Bab III   |  |
| 6  | 30 Nov 2023 | Pengajuan Kuisisioner        |  |
| 7  | 1 Des 2023  | Acc seminar skripsi          |  |
| 8  | 22 Des 2023 | Bimbingan Pasca Seminar      |  |
| 9  | 23 Jan 2024 | Pengajuan Bab 4 & 5          |  |
| 10 | 25 Jan 2024 | Revisi Bab 4 & 5             |  |
| 11 | 27 Jan 2024 | Revisi Bab 5                 |  |
| 12 | 30 Jan 2024 | Acc ujian skripsi            |  |
| 13 |             |                              |   |
| 14 |             |                              |   |
| 15 |             |                              |   |